



## Job Role : Senior Partnerships Manager – Government & Digital Transformation

### About the Role

We are seeking an experienced and dynamic **Partnerships Manager** to lead engagement with central and state ministries, public sector bodies, and allied agencies in India. The role will focus on advancing **digital transformation initiatives, digital public goods (DPGs), and technology innovation advisory**, building trusted relationships, and facilitating strategic collaborations to deliver impact at scale.

You will work at the intersection of **policy, technology, and governance**, serving as the bridge between our organization's capabilities and the priorities of government stakeholders.

### Key Responsibilities

#### 1. Government Engagement & Relationship Management

- Build and maintain strategic relationships with senior officials in ministries such as **MeitY, MoHFW, MWCD, MoRD**, and others aligned to digital transformation and public sector innovation.
- Serve as the primary point of contact for government partners, ensuring alignment with national and state-level digital strategies.
- Represent the organization in official meetings, steering committees, and policy consultations.

#### 2. Partnership Strategy & Development

- Identify collaboration opportunities with government and multilateral agencies to scale **digital public goods** and **technology-enabled programs**.
- Co-develop **MoUs, project proposals, and funding agreements** with ministries and allied agencies.
- Track and manage partnership pipelines aligned with organizational goals.

#### 3. Technology Advisory & Innovation Support

- Advise ministries on the adoption, customization, and scaling of open-source digital solutions and platforms.
- Facilitate knowledge sharing on best practices in digital governance, interoperability, and standards.
- Support pilot design, proof-of-concept initiatives, and policy frameworks for emerging tech use cases in governance.

#### 4. Program Support & Coordination

- Collaborate with internal program, product, and tech teams to ensure commitments to government partners are met.
- Monitor partnership outcomes and impact, preparing regular reports for internal and external stakeholders.
- Coordinate with external consultants, think tanks, and industry partners for joint initiatives.

## Required Qualifications

- **Education:** Bachelor's degree in Public Policy, Technology, Business, or related field; Master's degree preferred.
- **Experience:**
  - Minimum **7+ years** of experience in government relations, partnerships, or digital transformation projects.
  - Proven track record of working with Indian ministries or public sector bodies.
  - Understanding of **Digital Public Infrastructure (DPI)**, **Digital Public Goods (DPG)**, and e-governance frameworks.
- Strong knowledge of India's digital policy ecosystem, including MeitY policies, Data Governance frameworks, and GovTech innovations.
- Excellent relationship-building skills with senior policymakers and technical experts.
- Exceptional communication, negotiation, and presentation abilities.

## Preferred Skills & Attributes

- Ability to navigate government processes, including MoUs, and multi-stakeholder collaborations.
- Familiarity with **open-source technologies** and public sector adoption models.
- Strategic thinker with the ability to translate policy priorities into actionable programs.
- Comfortable working in ambiguous, fast-paced environments.
- Willingness to travel frequently within India.

**Salary and Duration :** The salary will be in the range of **45Lakhs-55lakhs** per year based on the candidate's qualifications and experience. The duration of the job will be equal to the duration of the project and co-terminus with the project. The position is contractual and project-based. Currently the project duration is till July 31st July 2026.

**Location:** The candidate chosen for this role will be based in Delhi-NCR. (with frequent travel)

**How to Apply:** Please send your C.V. to **chcc@iiitd.ac.in**. Additionally, please include a cover letter explaining your qualifications and experience, if any. The last date for application is **6/9/2025**, however, applications will be processed and received and people will be asked to join as soon as possible.