



Job description: Programme Manager, Urmul Trust

About URMUL (www.urmul.org)

With an undying faith in people's capacities and their understanding of progress and development, Urmul has been innovating means and ways of redefining survival and its realities in the desert. The focus is on the vulnerable and marginal sections of the society- women and children. Through health, livelihoods, education, governance and advocacy interventions, Urmul has been actively working in the desert since 1987. Following a decentralised approach- more than eight organisations have now off-shot in different areas in the region, thematically specializing in their activities, with a common and unifying agenda- adaptive and deep-rooted development

Key Themes/ interventions at URMUL, currently, are:

- Health and sanitation
- Livelihood- Strengthening marginalised, the vulnerable section of the society
- Education - child rights, empowering women.
- Governance and advocacy
- Facilitating pastoralist- the camel partnership
- Community development - alternative livelihood opportunity, Self-help Groups(SHG)
- Empowering local artisans- crafts training, capacity building
- Farmer communities: seed bank, organic farming

INTRODUCTION

The Urmul Crafts Programme is a unique model which finds a unique balance between social work and social entrepreneurship. Two major aspects of the programme are Community mobilisation and organised business to provide immediate livelihood to the local artisans, mobilised through the community intervention.

As part of this crafts programme, we work with various craft collectives who further work on ground with artisan communities. Our role is to provide mentoring and support services to help the collectives adapt with times, grow and achieve maximum benefit for their beneficiaries.

To achieve this, we are setting up a **Rural Crafts Incubation Hub**, which is aimed to provide mentoring, handholding, consultancy and business development support to the rural collectives spread across Rajasthan. Through this JD, Urmul Trust, seeks a young passionate person to steer this effort and add value to the work we do.

**Job posting:**

Programme Manager – Business Development

Core Responsibilities:

- Developing business management goals and objectives that tend to growth and prosperity of the artisans and organisation
- Designing and implementing business plans and strategies to promote the attainment of goals
- Ensuring that the organisation and collectives have adequate and suitable resources to complete their activities and achieve goals

Job brief:

We are looking for an experienced Business Manager to lead and mentor artisan collectives part of the programme. You will be responsible for ensuring the efficiency of business operations as well as setting strategic goals for the future.

The ideal candidate will be well-versed in all matters business. They will be a competent leader able to provide guidance that enhances performance in a manner which incorporates the organisation's vision and culture.

The goal will be to ensure the profitability of artisan collectives' and; drive sustainable development and long-term success.

Role:

- Develop goals and objectives that tend to growth and prosperity of the collectives
- Design and implement business plans and strategies to promote the attainment of goals
- Ensure that the collectives have the adequate and suitable resources to complete its activities (e.g. people, material, equipment etc.)
- Organize and coordinate operations in ways that ensure maximum productivity
- Supervise the work of employees and provide feedback and counsel to improve efficiency and effectiveness
- Maintain relationships with partners/vendors/suppliers
- Gather, analyze and interpret external and internal data and write reports
- Assess overall company performance against objectives
- Represent the company in events, conferences etc.
- Ensure adherence to legal rules and guidelines

Requirements:

- Proven experience as business manager or relevant role
- Excellent organizational and leadership skills
- Outstanding communication and interpersonal abilities
- Thorough understanding of diverse business processes and strategy development
- Excellent knowledge of MS Office, databases and information systems
- Good understanding of research methods and data analysis techniques
- Relevant degree in Business Management or relevant field; will be a plus



Compensation:

CTC Upto 5.4 lacs per annum

Send in your CVs/Resume to:

Purna Agarwal

Manager - Programmes

email: kc@urmul.org