

Job Description - Director, Industry Partnerships at MRC

Hiring for	Director, Industry Partnerships
Report to	CEO, Migrants Resilience Collaborative
Location	Mumbai/Delhi preferred. Work from home options available.
Travel	Yes. For field and community engagement, meetings for both internal and external events
Annual CTC	Competitive compensation and benefits package (commensurate based on experience)
Apply by	31 st March 2023
For application	Complete this application form
For queries write to	careers@jansahasindia.org

About Jan Sahas

About the organization Jan Sahas, established in the year 2000, is a not for profit grassroots organization committed to promote the development and protect the rights of socially excluded communities with the special focus on girls and women through eradication of all forms of bondage including manual scavenging and caste-based prostitution; empowerment of adolescent girls and women to end violence and gender justice, skill development for dignified livelihoods and social entrepreneurship; legal aid for access to justice and reform in the criminal justice system; land and agriculture development; develop barefoot lawyers to build victim or survivors as leader and empowerment of communities through capacity and organization building. With our national office in New Delhi. We are currently working in ~100 districts of 13 states in India. To know more please visit at: <https://jansahas.org>

About the Migrants Resilience Collaborative (MRC)

Jan Sahas established the Migrants Resilience Collaborative (MRC) in 2020 to fix India's broken social protection delivery systems, ensuring the resilience and dignity of migrants. Led by Jan Sahas, MRC is a collaborative with EdelGive Foundation, Global Development Incubator, and currently 11 CBO partners. MRC builds on Jan Sahas' two decade-long experience of working with migrants to implement a two-pronged strategy: First, direct implementation where we work to implement last mile delivery systems, ensuring the most vulnerable migrants have access to existing protections. Second, systems change, where we partner with governments - particularly food and labour departments in states - to strengthen infrastructure and implementation, as well as with industry where we work with investors and real-estate companies to improve incentives and accountability towards worker welfare.

In the last two years alone, we have scaled our work to nearly 100 districts across 13 states alongside 11 partner organizations. Together, we have facilitated social security benefits for over 2.3 million migrant workers, unlocking over \$100 million in government spending and equipping migrants with cash transfers, insurance, rations for their families, and other life-changing benefits. We have successfully enabled redressal for more than 18,000 workers, including rescuing over 1,400 from forced labor. We have also

laid the foundation for systems change work, establishing partnerships with four state governments and engaging ten large companies who are already paying to facilitate benefits for over 12,000 workers on-site.

About the position

The Director – Industry will play a key leadership role in the organization. The director will set the agenda for the design and execution of MRC's industry partnerships strategy to be conducted in alignment with organizational goals. MRC has committed to engaging with investors and businesses in industries that employ a majority of migrant workers to create measurable norms that improve worker welfare in India. The director will lead MRC's industry partnerships team to design and build innovative products and services in collaboration with the government relations and program teams as offerings to engage with investors and business leaders. Finally, the director is a key leadership position in Jan Sahas and the director will be working with other vertical heads to support Jan Sahas's program and organizational development.

Currently, the team consists of 4 individuals: We anticipate doubling its current team size to support meeting of strategic goals.

This is a high-growth position. Within the hierarchy, a strong performance could lead to more organization-wide opportunities for growth. Individuals may also internally apply for additional roles within MRC or other key programs of Jan Sahas, where they will get a preference ahead of external recruitment.

Key responsibilities and KPIs

- Anchor, design, and leverage Jan Sahas' brain trust to create and execute an industry partnerships strategy for MRC
- Build and design pathways to engage with 5-8 of the leading investors who deploy funds into the real estate segment in India
- Build relationships, engage and leverage 1-2 large industry bodies and 10-12 real estate companies to onboard them on to Mission BOCW (a program designed to unlock social security to migrants at construction sites)
- Lead teams to ensure smooth onboarding, handoff and retention of all implementation partners to the account management team
- Lead team building, hiring and professional development of teams to be able to meet strategic goals
- Engage with cross-functional teams to design and execute innovations that drive goal achievement

Core skills / ideal qualification and experience

- 10+ years of professional experience, with significant experience leading teams
- 5+ years of experience in investment sectors, ESG, or sustainability in for-profit companies
- Past experience in real estate, international investment agencies and businesses is preferred
- Experience facilitating and representing organizations in business facing panels or conferences.
- Strong facilitation skills for internal and external collaboration
- Strong writing, editing, and verbal communication skills in English. Conversational ability in Hindi.
- Experience working with socially excluded communities and in themes such as migration, labour markets, climate change, gender, violence against women and children preferred

- We're looking for individuals passionate about leveraging their skillsets to maximize Jan Sahas' ability to create an impact for millions of vulnerable Indians. We are in search of people who possess a strong execution bias and are critical thinkers with a high degree of resilience.

Compensation and benefits

We offer competitive compensation and benefits package.

Annual CTC: Commensurate with experience, skills etc.

Benefits:

- Health Insurance
- Term-life Insurance
- A total of 25 days of annual, casual and sick leave. Additional 6 days of menstrual leave
- Maternity leave (as per law), paternity leave
- Employee Assistance Program / mental health support

Application Process:

Interested applicants can [fill this form](#) to apply