APPOINTMENT FOR SENIOR MANAGER – INDIA REGIONAL HUB
ABOUT STIR EDUCATION

Education systems today must prepare every child, everywhere, to thrive in a world of ‘unknown unknowns’. Children and young people today face a world of ‘unknown unknowns’. To succeed, they need to develop a love of learning which has been recognised in the development plans of many emerging countries.

STiR is an international NGO that partners with governments to reignite intrinsic motivation in teachers and officials, to role-model the foundations of lifelong learning for every child through teacher networks. Our vision is a world where teachers love teaching and children love learning. We’ve identified five core foundations that enable lifelong learning - namely safety, engagement, curiosity and critical thinking, self-esteem, intentional teaching. These foundations are supported by a deep body of global evidence.

In our sixth full year of operations, we are working with 200,000 teachers and 4.7 million children across 60 districts in India and Uganda. Over time, we expect to see officials and school leaders developing the foundations of lifelong learning. They will spend more time in schools supporting and understanding teachers. And recognise their crucial role in driving improvements. We have developed an innovative set of measurement tools – in partnership with groups like the World Bank – to measure this progress on a monthly basis through a data app, and through an annual external longitudinal research study led by a leading JPAL affiliate professor.

Other organisations are doing great work on direct training programmes and curriculum reform. From reading programmes to adaptive learning software, these ‘seeds’ will be essential in improving education systems. But there are almost no interventions that focus on the ‘soil’ – the intrinsic motivation of teachers and officials in systems. At STiR, we recognise that this soil is just as important. Without fertile soil, seeds cannot grow and flourish. It’s our unique contribution to achieving Sustainable Development Goal 4.

OUR VALUES

How we approach our work is as important as what we do and our core values guide the way:

Humility – We don’t have all the answers upfront.

Ownership – We empower each other with high expectations & support.

Openness – We will listen, learn and improve, and lead through obstacles.

Purpose – We’re united by a shared vision we’ll build & achieve together.
SENIOR MANAGER – INDIA REGIONAL HUB

THE OPPORTUNITY

India Regional Hub:

STiR Education is setting up an India Regional Hub (IRH). The IRH will be a social enterprise that will play the role of a technical expert to other states or partners with the benefit of learning from STiR’s direct implementation in the different states. It will also amplify the STiR approach within the country with key education stakeholders and foundations with whom we do not have a programme partnership. The IRH will also contribute to STiR’s longer-term sustainability plans in India.

STiR is looking to hire a Senior Manager for the India Regional Hub (IRH). The role will be responsible for defining the core offerings and/or services under the Regional Hub and building a team to deliver the same. The role will be based in Delhi and reporting to the STiR’s India Country Director.

ROLES AND RESPONSIBILITIES

Strategy Development

- Develop a strategy plan for the Regional Hub for next 3 years
- Drive the vision and quality implementation of the IRH
- Look at the bigger picture and set clear objectives in order to develop and improve the offering
- Discuss promotional strategy for the Regional Hub with the Country Head and Regional Hub team
- Seek ways of improving the way the hub operates

Business Development

- Research and identify opportunities - including markets, growth areas, trends, partnerships
- Seek out the appropriate contact organisations (NGOs, foundations, governments, private school boards and funders working in school education)
- Generate leads and cold call prospective leads and initiate conversations
- Create a pipeline of potential partnerships
• Meet with partners to foster and develop relationships
• Support donor partnerships and finance teams to develop proposals and budgets by providing required and timely information
• Manage contracts and payments in consultation with the finance and legal teams
• Have a good understanding of the STiR's programmes and services and be able to advise others about them

Regional Hub Set-up
• Set up and lead a small team and nurture a partnership culture
• Exhibit quality line management that fosters peak performance and personal growth
• Coordinate with STiR’s internal teams -- design, programme, M&E and finance to deliver high quality content to partners
• Clearly articulate expectations and provide operational structures for the team to meet them
• Seek ways of improving the way the hub operates
• Train and facilitate sessions for external stakeholders
• Attend seminars, conferences and events where appropriate to learn and share
• Keep abreast of trends and policies in the education sector

Contribute to the development of an overall culture at STiR that is in line with our organisational values
• Make sure that the relationships you build and all training and support you provide and are in the STiR spirit and in line with our values
• Ensure integrity and accuracy in your work through role modelling ownership, attention to detail and high expectations.
• Role model professionalism and a growth mindset at all times
• Demonstrate a hunger to learn, grow and take ownership of your own development

REQUIRED SKILLS AND EXPERIENCE
• 5-7 years of professional experience with 3 years leading enterprise development in a relevant organisation
• Proven experience in setting strategic direction, developing and implementing business plans and generating sales
• Strong delivery focus, 'can-do' attitude, growth mindset and ability to rapidly adapt
• Knowledge and experience in delivering a product/service within a development sector/enterprise context
• Proven experience in forming business relationships with diverse stakeholders - at all levels of seniority
• Experience of managing and developing a team and the ability to lead, motivate and develop others
• Strong project management skills
• Excellent interpersonal, communication and presentation skills.
• Creative and critical thinking - from adaptive design to problem-solving
• Commitment to STiR Education's values
• Ability to work under pressure and solution oriented

**REMUNERATION AND BENEFITS**
A consultancy fees of ₹97,512/- per month (₹11,70,144/- per annum) will be paid for your service (subject to relevant taxes at source), along with Medical Insurance for yourself, spouse and up to two children.

**APPLICATION PROCESS**
If your skills, experience & priorities align with STiR’s vision, mission & values, and you want to grow with STiR’s journey, please apply [here](#) for the role of Senior Manager – India Regional Hub. The full interview process will include a variety of assessments and interviews.