



JOB TITLE: PROGRAM DIRECTOR (SWM)

About The Company

The Center for Applied Research and People's Engagement, (CARPE) is a Not-for-Profit Company working in sectors and geographies that are largely unexplored, offering path-breaking solutions to impact the sustainability and education space.

The organization is growing rapidly across territories, with an expanding network of clients and partners in the sectors of solid waste management, education and research. CARPE's successful in-house models created through a combination of research, consultancy and execution capabilities are delivering innovative and relevant solutions that exceed client expectations at the urban local body level in Maharashtra as well as internationally.

Currently, we are partnering with the State Government of Maharashtra for SWM systems across Urban Local Bodies; our processes are also being used by McKinsey.org on projects to reinvent the SWM systems in Buenos Aires, Argentina and Denpasar, Bali. Our education interventions span 2500 schools across the division and we have partnered with major corporate bodies with projects across sectors in Maharashtra with a focus on expanding to the state of Haryana in FY 2019-20.

CARPE is expanding its professional management team to achieve scale and sustainable growth year on year, in keeping with the massive market demands within and out-side of the country.

If you are task and people oriented, with a passion to drive impact and grow the organization ethically, we would like to invite you to a senior leadership role in our team.

Job Summary

CARPE is seeking the expertise and experience of a Program Director to horizontally deploy its SWM services and capture a sizeable share of the market in the sector of Solid Waste Management. CARPE has a first movers advantage in this sector, (esp in the space of Extended Producer Responsibility, Information, Education & Communication, Skilling & Training and SWM Process Consultancy). Currently providing services in 5 Urban Local Bodies in Maharashtra and 2 cities internationally. The Director's role will be to propel the company into newer segments of the market (EPR, Zero-Waste Service Provision) as well as cover larger market share (more cities). To grow the organization from a senior stage start-up into an established and flourishing business. This role requires a high performing individual with experience in a top managerial position, confident of handling a business vertical that is growing multifold year on-year, and can work in a dynamic environment with multiple stakeholders including government officials, corporate bodies & industry leaders, founders of SPOs and handle a diverse team.

Responsibilities and Duties

1. Strategy
 - a. Build the short-term, mid-term and long-term strategy for business growth and evolution of the SWM Vertical with the Founders and the COO & CEO.
 - b. Prepare the team for Scale across territories and standardize/expand the business processes models across the spectrum of the SWM sector.
 - c. Prepare the team for spinning off into a separate entity focused on SWM solution provision.
2. Administration & Operations
 - a. Assist the COO with financial projections and analyses of existing programs.
 - b. Lead budgeting and resource allocation efforts for the SWM vertical.
 - c. Ensuring proper and updated documentation of all SWM initiatives
 - d. Oversee promotion and marketing of products and services.
 - e. Maintaining regular formal communication with all project-related stakeholders
 - f. Managing media relations and ensuring widespread coverage for our SWM services
 - g. Ensuring effective execution of all SWM projects in a time-bound manner
3. Leadership
 - a. Expand and manage SWM team with a focus on training and leadership to deliver services that exceed client expectations.
 - b. Build and maintain relationships with key stakeholders including, administrative and political heads of ULBs, current and potential donors/partners
 - c. Representation of CARPE SWM at conferences, seminars and other public platforms
 - d. Ensure all program initiatives align with the company's core values and culture

Qualifications and Skills

1. 6+ years' work experience
2. 2+ years' experience in management.
3. 2+ years experience in the SWM sector preferred
4. Advanced organizational leadership skills
5. Excellent written, oral and client-facing communication skills
6. Growth-focused practical mindset
7. Clear understanding of finance & budgeting
8. Motivated, self-driven, inspirational & ethical leader and team-player.
9. Excited about making an impact in the SWM space with a vision for a sustainable future for India and the world.

**Salary**

Competitive package with commensurate experience

Reports to

Founders and COO

Location

The position is located at the historical city of Aurangabad, the tourism capital of Maharashtra. After expansion, the company will have a corporate office in Mumbai/Pune as well. The role will require travel to various cities, towns and countries.

Link to Apply

<https://goo.gl/forms/aDtugyGpuBAqHqVy2>