

The logo for the Indian Institute for Human Settlements (iihs) is located in the top left corner. It consists of the lowercase letters "iihs" in a white, sans-serif font, with a registered trademark symbol (®) to its upper right. The text is set against a dark red rectangular background.

iihs®

INDIAN INSTITUTE FOR
HUMAN SETTLEMENTS

JOB DESCRIPTION

Senior Specialist – Enterprise Development

About Us

The Indian Institute for Human Settlements (IIHS) is a national education institution committed to the equitable, sustainable and efficient transformation of Indian settlements.

IIHS aims to establish an independently funded and managed national university of eminence for research and innovation focused on the challenges and opportunities of India's urban transition. The proposed IIHS University will be an institution of eminence that will host an integrated programme of quality campus-based education and research, training and lifelong learning for working professionals, distance and blended learning, as well as a whole array of practice and advisory services. The university will have a strong interdisciplinary orientation bringing together theory and praxis that is grounded in the South Asian context and also engages with and draws from knowledge across the globe.

For more information, please see <http://www.iihs.co.in>

About the TNUSSP

The Dept. of Municipal Administration and Water Supply, Government of Tamil Nadu Municipal (MAWS, GoTN) aims at scaling up access to safe and sustainable sanitation to all its urban areas in the next five years. Tamil Nadu will be poised to becoming a fully sanitized and healthy state, substantially eliminating open defecation, achieving improvements through the entire sanitation value chain, safely disposing an increasing proportion of its human excreta, and re-using/ recovering resources therefrom. The Bill and Melinda Gates Foundation (BMGF) is supporting GoTN to achieve the Sanitation Mission of Tamil Nadu. This support shall enable the GoTN to invest resources in innovative solutions to achieve mission goals.

A Technical Support Unit (TSU) has been set up to be the comprehensive technical arm for the MAWS-GoTN and will assist in implementation of state-level and city-level initiatives, based on agreed parameters. IIHS is recruiting a Senior Specialist to work in the area of Enterprise Development.

Job Description

The Practice Team at IIHS is responsible for providing cutting-edge and integrated solutions to India's urban development challenges by bringing together faculty and experts across diverse domains of knowledge and practice; exposing learners to real-life problems and integrating the practice into academics and research.

This is a full-time position in the Practice Team at IIHS, based out of Chennai, with frequent travel to Trichy and other urban locations in Tamil Nadu. The key deliverables include:

- Creation of state level platform(s) for private sector players in sanitation;
- Crowding in private sector products and services in the sanitation sector, and leveraging financial investments;
- Business development services to various enterprises in select towns;
- Development and Implementation of Business Models for products and services;
- Orientation and training workshops for private sector.

In addition, there will be a set of deliverables for enterprise development for the City-Wide Sanitation project in Trichy.

Activities and Tasks

The responsibilities would include, but not be limited to, the following:

- Anchoring Enterprise Development activities, resulting in an improved framework for participation of private and non-government actors in promoting innovations across the urban sanitation value-chain;
- Analysis of the existing landscape of private investments in sanitation, identifying sources of financing for private investments in Tamil Nadu, and helping increase crowd in private sector investments for sanitation in Tamil Nadu;
- Supporting landscaping and mapping study of potential private sector and micro-enterprises for products and services for the entire sanitation value chain, and identification of key sub-sectors/ markets to be developed;
- Creation and implementation of a plan for business development for key segments;
- Consultation with and facilitation of informal sector service providers, private/ corporate entities, micro-enterprises, Self Help Groups, financing agencies, technology vendors, CBOs, and related stakeholders in the sanitation business, and allied businesses/enterprise that may have potential interest;
- Providing business development and advisory services to various enterprises, particularly informal and micro-enterprises; providing support to Urban Local Bodies (ULBs) for market development, and raising resources from private sector;
- Interfacing and engaging with the government of Tamil Nadu, clients, partners, communities, institutions, and other stakeholders;
- Contributing to enterprise development in the sanitation sector in Tamil Nadu, by preparing guidelines, PPP frameworks, protocols etc.;
- Studying and developing guidelines for comprehensive protection and rehabilitation/ resettlement of stakeholders potentially affected by private participation and/or regulatory actions in development of innovations in urban sanitation in the State and the ULBs;
- Producing briefs, memos, and high quality reports and presentations, in course of carrying out the above activities and outputs;
- Teaching and/or assisting in teaching relevant courses in IIHS' Academic and Executive Education Programmes;
- Providing support to other IIHS activities including, academics, research, operations and other activities;
- Participating in all activities of Institution-building at IIHS; carrying out tasks as assigned by IIHS; and travel on IIHS work within or outside the country as needed.

Structure and Reporting

The Senior Specialist – Enterprise Development will report to the Team Leader – TNUSSP at IIHS and collaborate effectively with a diverse group of internal teams and external individuals/ organizations, and students.

Person Specification

The candidate is required to possess Post-Graduate education in Business Administration / Social Work/ Urban Management or equivalent. The candidate must have a demonstrable track record of providing support for entrepreneurship development, and Public-private partnerships. S/he should also have experience of working in multi-disciplinary teams, good people management skills, and significant competency in project management and IT skills.

Candidates with prior experience of working with the government will be preferred. Proficiency in Tamil, and work experience in Tamil Nadu will be necessary.

This offer is on an exclusive basis, which implies that other professional assignments (whether compensated or not) that bear a potential conflict of interest with IIHS cannot be undertaken.

The search will remain open until the position is filled.

Location

This position is based in Chennai and may entail travel to other locations in India.

Review and Assessment

The role and performance of the incumbent shall be subject to normal review and assessment systems at IIHS.

Diversity Policy

IIHS is an equal opportunity employer that encourages women, people with disabilities and those from economically and socially excluded communities with the requisite skills and qualifications to apply for positions.

Contact

Please email an updated resume, along with a cover letter addressing how you meet the above requirements, to hr@iihs.co.in (*Subject: The Senior Specialist – Enterprise Development*).

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