

MANAGEMENT DEVELOPMENT INSTITUTE MURSHIDABAD

Recruitment of Regional Training & Placement Officers (On contract)

Advertisement No.: MDIM/Admin/Recruitment/ TPO-RO /2026/124 **Date:** 15.09.2026

Notification Type: Rolling Advertisement (Applications are reviewed continuously until all regional positions are filled)

Primary Metro Hubs: Delhi-NCR, Mumbai, Pune, Bengaluru, Hyderabad, Kolkata
(Remote / Hub-Based Deployment)

1. The Opportunity & About MDIM

Management Development Institute Murshidabad (MDIM), established in 2014 under the aegis of MDI Gurgaon (founded in 1972 with IFCI support), is an AICTE-approved and NBA-accredited premier management institution.

MDIM is expanding its corporate engagement reach by onboarding entrepreneurial Regional Training & Placement Officers (TPOs) across major industrial hubs. Working remotely within designated metro regions, appointed officers will spearhead on-the-ground corporate outreach, forge high-value hiring partnerships, and anchor PGDM campus placements.

2. Position Specifications & Regional KPIs

Parameter	Details
Position Title	Regional Training & Placement Officer(s) (Multiple Hubs)
Tenure	1-Year Contract, renewable annually based on performance. Either party may terminate with one (1) months' notice (or salary in lieu) if deliverables do not meet institutional standards.
Location	Remote deployment in Delhi-NCR, Mumbai, Pune, Bengaluru, Hyderabad, or Kolkata with extensive local corporate field visits. Periodic campus visits during peak placement season.
Compensation	Competitive market-linked fixed CTC plus a progressive, performance-linked milestone incentive architecture.
Age Limit	Preferably below 50–55 years.

Key Deliverables & Performance Benchmarks:

- Corporate Field Visits: Conduct a minimum of 25–30 structured in-person corporate meetings per month with CHROs, Heads of Talent Acquisition, and business leaders across the regional hub.
- New Account Empanelment: Secure and empanel 8–10 new hiring accounts per quarter offering verified campus placement and summer internship roles meeting institutional CTC thresholds.
- Account Retention & Churning: Re-activate dormant recruitment accounts and expand batch intake among legacy hiring partners.
- Governance & Pipeline Reporting: Participate in weekly review calls with the Chairperson (Placements) and maintain real-time CRM updates regarding leads, scheduled drives, and corporate feedback.

3. Performance Incentive Architecture & Safeguards

MDIM offers an attractive dual-track incentive model co-authored with the Chairperson (Placements):

- **Batch Growth Component (70% Weightage):** Scaled across YoY Average CTC growth brackets (Bracket 1: 0.1%–10.0%; Bracket 2: 10.1%–25.0%; Bracket 3: 25.1%+).
- **Strategic Milestone Component (30% Weightage):** Unit-linked incentives for Tier-1 Day-1 recruiter empanelments, verified international placement offers, and breaking domestic peak CTC records.
- **Student-Protection Thresholds:** Only offers where the guaranteed fixed component accounts for at least 75% of gross CTC and translates to a minimum net in-hand salary of ₹10 LPA will qualify for audited incentive computations. An institutional review committee finalises incentive valuations within 30 days of placement closure.

4. Candidate Profile (Qualifications & Experience)

- **Education:** Graduate in any discipline; an MBA / PGDM (preferably in Marketing or HR) from a recognised university/institution is preferred.
- **Experience:** Minimum 5–8 years of demonstrated corporate engagement experience in university placement divisions, executive search/headhunting, or corporate HR/talent acquisition roles. Senior industry practitioners with extensive executive networks are strongly encouraged to apply.
- **Core Competencies:** Polished executive communication, relationship management, pitching, and proficiency with recruitment CRM platforms and LinkedIn Recruiter.

5. General Instructions

- Institutional travel and business lodging required for outstation campus visits are governed as per MDIM travel policy.
- The Screening Committee reserves the right to shortlist candidates based on institutional requirements or modify vacancy counts across locations.
- Interviews will primarily be conducted online; in case of offline interviews, travel reimbursement will adhere to institutional norms (AC-III / Chair Car).

6. Application Process

- **How to Apply:** Send your detailed CV along with a concise Cover Letter outlining your corporate network and recruitment vision for MDIM to: careers@mdim.ac.in
- **Subject Line Format:** Application for Regional TPO – [Preferred City: Delhi-NCR / Mumbai / Pune / Bengaluru / Hyderabad / Kolkata]
- **Deadline:** Rolling Advertisement (*Early applications are screened continuously*).
- **Queries:** Placement Office — Shri G. P. Singh (+91-7477799971 / +91-8169894043).



S. Sinha 15.09.2026.
Administrative Officer