



भारतीय प्रबंधन संस्थान मुंबई

INDIAN INSTITUTE OF MANAGEMENT MUMBAI

No. Admn/Rectt/2026/19

Dated: 17 June 2026

EXPRESSION OF INTEREST (EOI)

Subject: Engagement of Fixed-Term Consultants (Projects), Approval of Terms of Reference, KPI & Incentive Framework, and Advertisement

1. Background and Context

As an Institution of National Importance under the IIM Act, 2017, IIM Mumbai regularly interfaces with various Ministries, Departments, Regulatory Authorities, Public Sector Undertakings (PSUs), Autonomous Bodies, State Governments, Multilateral Agencies, and policy-making institutions.

The Institute is expanding its activities in executive education, sponsored research, policy engagement, skill development, capacity-building programmes, government-funded projects, and national initiatives. To support these objectives, there is a need for a dedicated professional resource to strengthen institutional engagement with Government stakeholders, facilitate strategic partnerships, improve visibility in Government programmes, and identify opportunities for collaboration, funding, and capacity building.

Accordingly, IIM Mumbai invites applications through this Expression of Interest (EOI) for engagement of a Government Relations & Strategic Liaison Consultant to serve as the Institute's specialist resource for Government outreach, institutional partnerships, policy engagement, and strategic relationship management.

2. Position Details

The Government Relations & Strategic Liaison Consultant shall be responsible for building and maintaining constructive institutional relationships with Ministries, Government Departments, PSUs, Regulatory Bodies, Statutory Authorities, State Governments, and national-level agencies.

The Consultant shall identify opportunities for executive education programmes, policy research projects, sponsored studies, capacity-building assignments, advisory engagements, MoUs, and institutional collaborations that align with IIM Mumbai's academic strengths and strategic priorities.

The role is intended to enhance the Institute's visibility and participation in Government initiatives while ensuring effective coordination with external stakeholders.

S. No.	Role	Functional Link	Reporting	Monthly Retainer
1	Government Relations & Strategic Liaison Consultant	Director		₹1,50,000 per month

3. Terms of Engagement

3.1 Scope of Work and Key Duties

The Consultant shall:

- Develop and maintain a structured database of key officials, policymakers, PSU executives, and Government stakeholders relevant to IIM Mumbai's areas of expertise.
- Identify opportunities for Government-sponsored training programmes, executive education initiatives, workshops, policy dialogues, and capacity-building assignments.
- Facilitate institutional engagement with Ministries, Departments, PSUs, State Governments, Regulatory Authorities, and Autonomous Bodies.

- d) Coordinate meetings, presentations, institutional visits, and strategic interactions between IIM Mumbai leadership and Government stakeholders.
- e) Support preparation and submission of proposals, concept notes, Expressions of Interest (EOIs), and partnership documents for Government projects and initiatives.
- f) Identify opportunities under Central Government, State Government, CSR, multilateral, and development-sector programmes that align with the Institute's capabilities.
- g) Facilitate signing and operationalisation of MoUs and collaboration agreements with Government institutions and public sector organisations.
- h) Monitor policy developments, Government schemes, funding opportunities, and emerging initiatives relevant to higher education, management education, skill development, sustainability, logistics, digital transformation, and public policy.
- i) Organise policy roundtables, Government-industry-academia interactions, and strategic stakeholder engagement events.
- j) Represent IIM Mumbai in Government forums, conferences, consultations, and institutional meetings as specifically authorised by the Director.
- k) Maintain records of all outreach activities, meetings, proposals submitted, collaborations initiated, and outcomes achieved.
- l) Submit Monthly Activity Reports covering stakeholder engagement, opportunities identified, meetings conducted, proposals submitted, and collaborations progressed.

4. Eligibility Criteria

- a) MBA / PGDM / Master's Degree in Public Policy, Public Administration, Management, Economics, Law, Engineering, or related discipline.
- b) Minimum 10–15 years of experience in Government relations, public affairs, policy advisory, institutional partnerships, public sector engagement, or strategic stakeholder management.
- c) Demonstrated experience of working with Ministries, PSUs, Government agencies, regulatory bodies, or large public institutions.
- d) Strong network across Central Government, State Government, PSUs, and policy ecosystem stakeholders.
- e) Experience in higher education, public policy, consulting, industry associations, or Government projects shall be desirable.
- f) Excellent communication, negotiation, and stakeholder management skills.
- g) Age: The maximum age limit, as on the application closing date, is 63 years for Retired Government Officials and 50 years for all other candidates.

5. Remuneration and other Conditions:

5.1 Remuneration

Particulars	Amount
Monthly Retainer	₹1,50,000 + GST
Annual Retainer	₹18,00,000+ GST

5.2 Other Conditions

- a) Retired Government officials: Fixed remuneration as per DoPT guidelines (Last Pay Drawn minus Pension).
- b) GST shall be reimbursable against valid tax invoices. TDS shall be deducted at applicable rates under the Income Tax Act, 1961.
- c) No PF, ESI, gratuity, HRA, or travelling allowance shall be admissible.
- d) Performance incentive shall be payable only for measurable institutional engagement outcomes beyond prescribed floor targets.
- e) Medical Benefits: Health insurance premium up to ₹10,000/- for a family of up to four (self, spouse and two dependent children) shall be reimbursed on yearly basis.
- f) Annual Increment: As per Institute norms.

6. Performance Review and Renewal

- a) Annual performance assessment by a Review Committee comprising Director / CAO / Nominee Dean based on KPI achievement. The KPI will be discussed later stage by the Institute.
- b) Threshold for renewal: Minimum 70% of annual KPIs achieved.
- c) Engagement beyond Year 3 shall require a fresh EOI and selection process.

7. Selection Process

Applications shall be evaluated by a Selection Committee comprising the Director (or nominee), CAO, and a Dean on the following basis:

Criteria	Weightage
Relevant experience and track record	30%
Quality and feasibility of Concept Note	25%
Industry / recruiter / alumni network strength	25%
Interview performance	20%

Candidates scoring 60 or above (out of 100) shall be considered for empanelment. The Institute reserves the right not to fill the position without assigning reasons. Final selection shall be approved by the Director.

8. Application Process

Interested candidates may submit:

1. Detailed Curriculum Vitae in attached format (Annexure-I).
2. Cover Letter.
3. Concept Note outlining strategy for Government outreach and institutional engagement.
4. Documentary evidence supporting qualifications and experience.

Applications should email the documents to email Career@iimmumbai.ac.in on or before the last date notified on the Institute website.

9. General Conditions

- a) The Consultant shall maintain strict confidentiality regarding Government interactions, institutional strategies, proposals, negotiations, and stakeholder information.
- b) No commitments, assurances, financial representations, or policy positions shall be communicated on behalf of IIM Mumbai without proper authorisation.
- c) The Consultant shall disclose any actual or potential conflict of interest immediately in writing.
- d) The Consultant shall comply with all applicable Government conduct norms, transparency requirements, and institutional policies.
- e) All institutional contacts, databases, proposals, stakeholder records, and strategic engagement materials developed during the engagement shall vest exclusively with IIM Mumbai.
- f) The decision of IIM Mumbai in all matters relating to this EOI shall be final and binding.

Sd-

Chief Administrative Officer



INDIAN INSTITUTE OF MANAGEMENT, MUMBAI
Vihar Lake Road, Powai,
Mumbai, Maharashtra, 400087

ANNEXURE - I

**APPLICATION FOR THE POST OF FIXED-TERM CONSULTANTS
(PROJECTS) ADVERTISEMENT NO. Admn/Rectt/2026/19 dated 17 June
2026**

Affix your
recent
photograph

Last Date to apply: 08 July 2026

PERSONAL INFORMATION:

Name: _____
FIRST MIDDLE LAST

Father's Name: _____

Date of Birth: _____(DD/MM/YYYY); Completed Years _____ as on last date of advertisement.

Marital Status: Single Married Any other

Category: Unreserved NC-OBC SC ST EWS

Whether belongs to PWD Category: Yes No

Gender: Male Female Transgender

Address for Communication: _____

Mobile No. _____ Email: _____

EDUCATIONAL / PROFESSIONAL QUALIFICATION: (Class 10th onwards)

Sr. No.	Name of Degree/Certificate/Diploma	School/College/Board/University	Year of Passing	Marks Obtained/Total Marks	Division & Percentage
1.					
2.					
3.					
4.					
5.					

EMPLOYMENT DETAILS: (Start with recent employment)

Sr. No.	Company Name & Location	Position	Nature of Job Contractual/ Permanent	Duties	Total Monthly Emoluments	From (DD/MM/YYYY)	To (DD/MM/YYYY)	No. of Years
1.								
2.								
3.								
4.								

DECLARATION:

I certify that the particulars furnished above by me are true and complete to the best of my knowledge and belief. I understand that if any particulars found to be false at a later date my candidature shall be liable to be cancelled without assigning any reason.

Date: _____

Signature: _____

Place: _____

Name: _____

Checklist: Documents to be attached with the Annexure-I: Application for the post of Government Relations & Strategic Liaison Consultant against Admn/Rectt/2026/19 dated __ June 2026.

Sr. No.	Particulars	Yes/No
1.	Academic certificates from Class 10th onwards;	
2.	Experience/Service certificates;	
3.	No Objection Certificate (NOC), if applicable;	
4.	Latest salary slip or salary certificate;	
5.	Category/PwD certificate, if applicable;	
6.	Copy of Aadhar card/PAN card; and/or	
7.	Any other relevant supporting documents.	