

**Role: Business Head****Reporting to:** Director**Experience:** 3 – 7 years**Location:** Hyderabad**Required Candidate Profile****Education:**

MBA from a premier B-school

**Experience:**

- 3-7 years of top management experience in services industry preferably education, with focus on driving business performance of the schools via stakeholder satisfaction, revenue enhancement and efficient execution.
- Experience in building, strengthening and leading a large cross-functional team comprising of academicians and non-academicians, effectively managing their performance to drive organizational growth.
- Demonstrated abilities to handle the P&L of a medium size business unit and driving profitability via revenue growth and efficient utilization of resources.
- Experience in handling the operations of a mid-size service oriented business unit with extremely high focus on driving employee and customer satisfaction.
- Experience of K-12 Education business is a preferred but not a requirement.

**Responsibilities:**

- Developing a strategic roadmap of the schools in line with the vision and mission of the parent group and drive the execution of the strategic roadmap.
- Overall performance of the schools including financial performance across key KPIs like revenues, fee-collections, cost optimizations etc, customer and employee satisfaction, non-academic operations of the schools.
- Driving stakeholder satisfaction via a variety of initiatives to have a happy community comprising of satisfied parents, students, teaching and non-teaching staff.
- Developing & Implementing systems, processes & reporting for efficient management on key performance parameters.
- Supporting principals in implementing strategic initiatives.
- Participating in ordinary and expert discussions with respect to the school management, staff appraisals, student management and yearly reports.
- Operating the institution according to nearby, state and national regulations, and also work intimately with educational communities and school boards to adhere to the board's guidelines and rules.

- Ensuring the school is the go to brand for quality education by ensuring delivery of quality academics, co-curricular, extra-curricular activities, student exchange programs, events with the aid of principals.
- Representing the schools at all necessary forums nationally & internationally.

**Skills:**

- Efficient communicator combining high degree of discretion, mature judgement, interpersonal, analytical, problem solving and mentoring skills.
- Self-starter and go-getter who is able to himself/herself identify potential areas of improvement in the organization and drive change.
- Team player and relationship manager who can work closely with internal and external stake holders.
- High level of Integrity, transparency and ethics.

**Info about the Group:**

**My Home Group** for over three decades has cemented its name as one of the most trusted brands in the country. The group has its presence across the nation with interests in an entire value chain comprising of:

- Construction
- Cement (MAHA)
- Power
- Consultancy
- Education
- Media

**About the Schools**

Meru International Schools is the latest venture of My Home Group. The Director of the schools is Ms. Meghana Rao Jupally. The first school was established in the year 2018 in Chandanagar, Hyderabad with a capacity of 2200 students. The second school in the group is coming up in the next academic year 2023-24 in Tellapur, Hyderabad. The vision is to open a third school by 2025, totaling a capacity of 7000 students.

The current position is for a senior management professional to play a leading role in growing and managing the group of schools in Hyderabad.

Interested candidates may apply at this link: <https://forms.gle/LQ8t8FGcLua6P84P9>

For more details,  
Contact: +91 91541 06833