



Advt. No. DIC /10/2026/22

Digital India Corporation

Electronics Niketan Annexe, 6, CGO Complex, Lodhi Road,

New Delhi - 110003

Tel.: +91 (11) 24360199, 24301756

Website: www.dic.gov.in

Web Advertisement

22.10.2026

Digital India Corporation has been set up by the 'Ministry of Electronics & Information Technology, Government of India', to innovate, develop and deploy ICT and other emerging technologies for the benefit of the common man. It is a 'not for profit' Company under Section 8 of the Companies Act 2013. The Company has been spearheading the Digital India programme of the Government of India, and is involved in promoting use of technology for e-Governance / e-Health / Telemedicine, e-agriculture, e-Payments etc. The Digital India programme promotes safety and security concerns of growing cashless economy and addresses challenges confronting its wider acceptance. It also promotes innovation and evolves models for empowerment of citizens through Digital initiatives and promotes participatory governance and citizen engagement across the government through various platforms including social media.

Digital India Corporation is currently inviting applications for the following positions purely on Contract/ Consolidated basis: -

Sr. No.	Name of the Post	No. of positions
1.	Senior Manager - Government Partnerships & Business Development	1

** **The place of posting** shall be in Noida or New Delhi but transferable to project locations of Digital India Corporation as per existing policy of Digital India Corporation.

Shortlisting shall be carried out through an objective evaluation matrix based on educational qualification, relevant experience, domain expertise, certifications, publications, and other criteria as approved by the Competent Authority. Mere fulfilment of eligibility conditions shall not confer any right to be shortlisted.

Digital India Corporation reserves the right to fix higher threshold of qualifications and experience for screening and limiting the number of candidates for interview. DIC reserves the right not to fill the post without assigning any reason thereof. The decision of DIC regarding shortlisting shall be final and binding. Only shortlisted candidates shall be invited for selection



interviews.

The details can be downloaded from the official website of DIC, NeGD, MyGov & MeitY viz. www.dic.gov.in, www.negd.gov.in, www.mygov.in, & www.meity.gov.in

The details can be downloaded from the official website of DIC viz. www.dic.gov.in

Eligible candidates may apply ONLINE: <https://ora.digitalindiacorporation.in/>

Last date of Receipt of Applications: October 29th, 2026

Job Description: Senior Manager - Government Partnerships & Business Development

Role Overview:

The Senior Manager will be responsible for leading engagement with Central and State Government departments, public sector institutions and strategic partners to identify and develop business opportunities for the organisation. The role will involve institutional outreach, partnership development, opportunity assessment, proposal and bid coordination, client relationship management, and conversion of qualified opportunities into sustainable engagements.

Key Responsibilities:

1. Government and Stakeholder Engagement

- Build and maintain effective working relationships with Central and State Government Ministries, departments, public sector undertakings, autonomous bodies and other government institutions.
- Facilitate engagement with senior government officials, institutional stakeholders and prospective clients.
- Represent the organisation at relevant government meetings, conferences, consultations, industry forums and stakeholder interactions.
- Identify areas where the organisation's capabilities may support government programmes, initiatives and institutional requirements.



2. Strategic Partnerships and Institutional Collaboration

- Identify, develop and manage strategic partnerships with government bodies, public institutions, industry partners, development organisations and other relevant stakeholders.
- Explore opportunities for joint initiatives, consortium arrangements, Memoranda of Understanding and other institutional collaborations.
- Identify suitable technical, implementation and consortium partners for specific opportunities.
- Maintain a network of institutional and strategic partners to expand the organisation's reach and access to new business opportunities.

3. Business Development and Opportunity Management

- Identify and pursue business opportunities aligned with the organisation's objectives, particularly within the government and public sector ecosystem.
- Undertake client outreach, institutional networking and relationship management to generate qualified leads and build a sustainable business pipeline.
- Assess prospective opportunities in consultation with internal teams, considering organisational capability, strategic relevance, eligibility requirements, resource availability and commercial viability.
- Maintain an updated opportunity pipeline and periodically report progress, risks and required interventions to senior management.

4. Proposal, Bid and Business Acquisition

- Lead and coordinate the preparation of concept notes, Expressions of Interest, proposals, bids, presentations and other business-development documents.
- Coordinate with technical, finance, legal, procurement and other relevant teams to develop complete and competitive responses to government and institutional requirements.
- Support the development of bid strategy, partner identification, technical-commercial documentation, client presentations and subsequent follow-up.



- Ensure that proposals and bid submissions are completed accurately and within the prescribed timelines.
- Follow up with prospective clients and partners to facilitate progression of opportunities from initial engagement to proposal submission and business closure.

5. Client Relationship Management and Business Growth

- Maintain regular engagement with existing government clients and institutional partners.
- Identify opportunities for extension, expansion or replication of existing engagements.
- Coordinate resolution of business-development and client-level issues by engaging the appropriate internal teams.
- Monitor the status of client discussions, partnership proposals, bids and prospective engagements.
- Provide periodic updates and management reports on major opportunities, submissions, partnerships and expected business outcomes.

Essential Qualifications and Experience:

- Graduate degree in any discipline from a recognised university. Postgraduate qualification in Management, Business Administration, Public Policy, Public Administration or a related field will be an added advantage.
- **Minimum 12-16 years of relevant professional experience**, including substantial experience in government relations, public-sector business development, institutional partnerships, government consulting or client acquisition.
- Demonstrated experience in engaging with Central or State Government departments, public sector institutions or autonomous government bodies.
- Experience in proposal development, Expressions of Interest, tender or RFP responses, partnership development and bid coordination.
- Experience in coordinating with multidisciplinary teams for the preparation and submission of proposals and business documents.

**Key Competencies:**

- Strong government and institutional networking capabilities.
- Business development, negotiation and relationship management.
- Proposal writing, bid coordination and presentation skills.
- Strategic thinking, stakeholder management and communication.
- Ability to work independently and drive business opportunities from initial engagement to proposal submission and follow-up.

Consolidated Remuneration:

- Consolidated remuneration shall be commensurate with qualifications and experience within the approved project norms.

General Conditions applicable to all applicants covered under this advertisement:

1. Those candidates, who are already in regular or contractual employment under Central / State Government, Public Sector Undertakings or Autonomous Bodies, are expected to apply through proper channel or attach a 'No Objection Certificate' from the employer concerned with the application OR produce No Objection Certificate at the time of interview.
2. Digital India Corporation reserves the right to fill all or some or none of the positions advertised without assigning any reason as it deems fit.
3. Candidates shall disclose any actual or potential conflict of interest with Digital India Corporation or its projects.
4. Selected candidate shall furnish an Integrity and Vigilance Declaration and shall be required to maintain highest standards of ethics.
5. Any candidate found debarred, blacklisted or convicted of offences involving moral turpitude shall not be eligible.
6. The positions are purely temporary in nature for the project of Digital India Corporation



and the appointees shall not derive any right or claim for permanent appointment at Digital India Corporation or on any vacancies existing or that shall be advertised for recruitment by Digital India Corporation in future.

7. Appointment shall remain subject to verification of educational qualifications, previous employment, antecedents and character.
8. If any information furnished by the candidate is found false or suppressed at any stage, candidature/appointment shall stand cancelled without notice.
9. Selection shall be made by a duly constituted Selection Committee as approved by the Competent Authority of DIC.
10. Personal information shall be processed solely for recruitment purposes in accordance with applicable laws.
11. Digital India Corporation is an Equal Opportunity Employer.
12. The maximum age shall be as on the last date of receipt of the applications. Screening of applications will be based on qualifications, age academic record and relevant experience. The designation of the selected candidates shall be mapped as per the existing designation policy of DIC.
13. In case of a query, the following officer may be contacted

Ms. Vinaya Viswanathan
Head- HR
Digital India Corporation
Electronics Niketan Annexe, 6 CGO,
Complex Lodhi Road, New Delhi - 110003
Tel.: +91 120 654 0800