Avanti Fellows

# Industry Relations Lead in Delhi, Mumbai & Bengaluru | Avanti Fellows

New Delhi, Delhi, Mumbai, Maharashtra, Bengaluru, Karnataka · full-time · entry level · Competitive

Application Assist →

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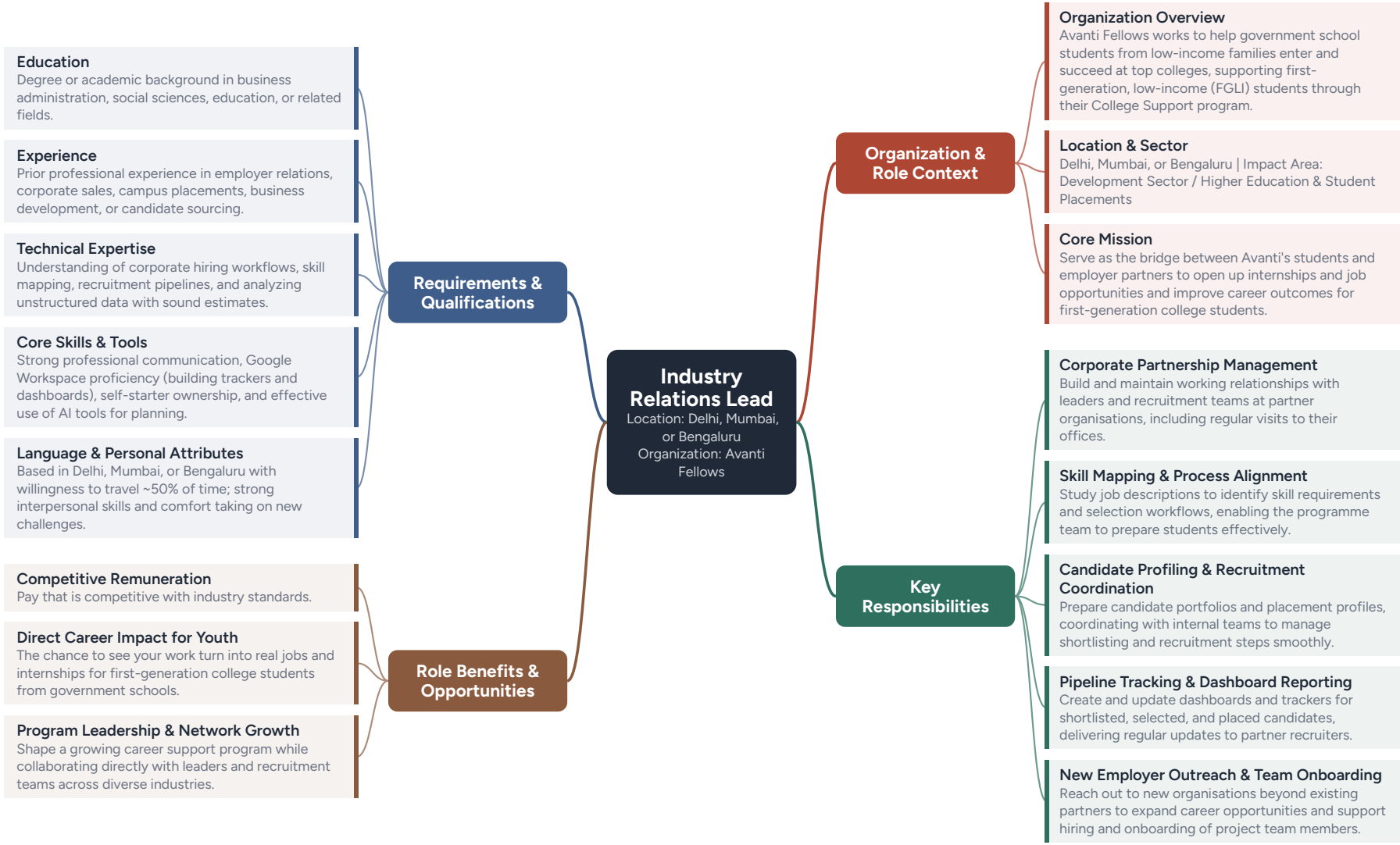

## Skills this role needs

| | | | | |
|---|---|---|---|---|
| Corporate partnerships | Stakeholder management | Job description analysis | Candidate tracking and dashboards | Google Workspace |

## Job description

### Avanti Fellows

Avanti Fellows works to help students from low-income families get into and do well at India's top colleges. For more than ten years, it has helped thousands of government school students win places at leading colleges across the country. The team now wants to go further, so these students leave college ready for strong, well-paid careers. This role sits within Avanti Fellows' College Support program, which helps FGLI (first generation, low income) students at top colleges build skills and find internships and jobs.

### Role

As Industry Relations Lead, you will be the bridge between Avanti's students and the companies that hire them. You will work with corporate partners, donors, startups and other employers to open up internships and jobs for FGLI students, learn exactly what these employers look for, and help the program team prepare students to get selected. This is a hands-on role with a lot of travel and face-to-face work, and it sits at the centre of Avanti's push to improve career outcomes for its students.

#### Responsibilities

- Build and maintain working relationships with leaders and recruitment teams at partner organisations, including regular visits to their offices.
- Study job descriptions from partners to prepare a clear list of the skills and eligibility rules for each internship and job.
- Learn how each partner's hiring process works and share this with the program team so they can design support that helps students get shortlisted and selected.
- Prepare placement profiles and a portfolio of suitable candidates to share with partner leaders and recruiters.
- Coordinate with team members to run shortlisting and recruitment smoothly and help students complete each step of the selection process.
- Create and update dashboards and trackers for candidates who are shortlisted, selected and placed, and give partners regular updates on the candidate pool.
- Reach out to new organisations beyond existing partners to share Avanti's work and open more internship and job opportunities for FGLI students.
- Support the hiring and onboarding of new team members on the project.

#### Requirements

- Be based in Delhi, Mumbai or Bengaluru and be willing to travel outside your base city for about 50% of your time.
- Strong professional communication and the ability to manage relationships with leaders, recruiters and team members.
- Strong analytical skills and comfort working with unstructured or missing data that needs digging, assumptions and estimates.
- Confident use of professional tools such as Google Workspace, including building trackers and dashboards.
- A self-starter attitude with strong ownership, a drive to learn, and comfort taking on new problems that go beyond a fixed job description.
- Enjoy working with people in person, and use AI tools to support your planning and work while still relying on your own thinking, discussion and judgement.

#### Benefits

- Pay that is competitive with the industry.

- A central role in shaping a growing career support program for first generation college students.
- Direct work with leaders and recruitment teams across many industries.
- The chance to see your work turn into real jobs and internships for students from government schools.

## Apply

Check your fit for the role and receive the apply link in your mailbox

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About the organisation

# Avanti Fellows

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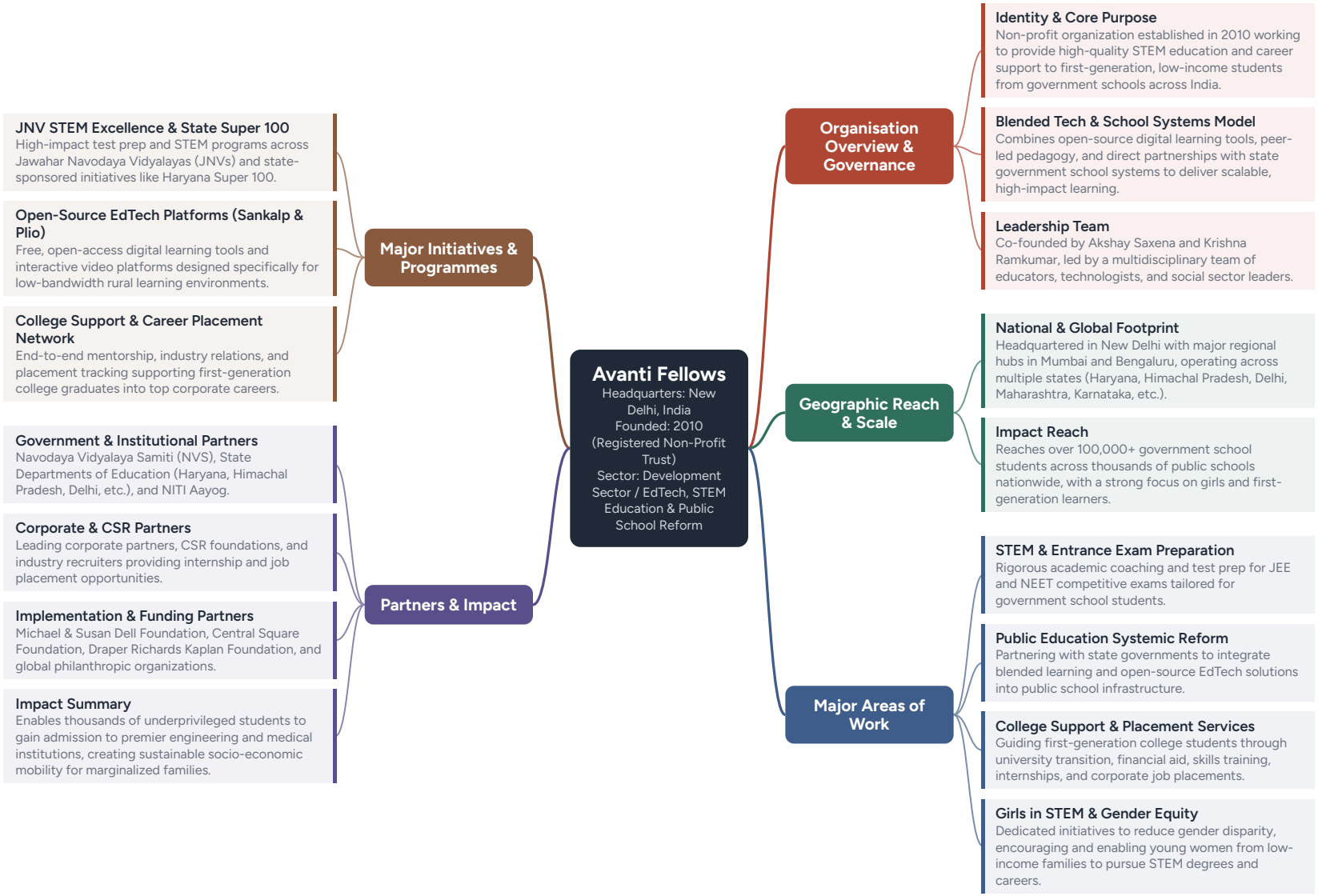

## About Avanti Fellows

Avanti Fellows is a nonprofit organisation that provides free, high-quality academic support to students from low-income communities across India, helping them compete for seats in the country's top engineering and medical colleges. Founded in 2010 by alumni of IIT Bombay and other premier institutions, Avanti now works with over 300 staff across 12 large public school systems. It is co-led by Co-Founder Akshay Saxena, an Ashoka Fellow and Schwab Foundation Social Entrepreneur of the Year (2024), and Managing Trustee Vandana Goyal, a World Economic Forum Young Global Leader. Only 1 in 40 low-income high school graduates in India makes it to a prestigious college. Avanti's work is built around closing that gap. Youtube Video >

Headquarters: Mumbai, Maharashtra

Sectors: Education, STEM, Youth Development, College Access

### What They Do

Avanti runs three programme models across 12 public school systems in India, reaching students through different delivery formats depending on where they are and what they need.

### Centres of Excellence

Avanti's most intensive programme places mission-driven teachers in residential and public schools across 39 centres, working with 2,591 students. Teachers live alongside their students in remote areas, providing more than 20 hours of tutoring, mentoring, and counselling every week. Many of Avanti's teachers come from similar socioeconomic backgrounds as their students, which shapes how they teach and support.

### Online Live Classes

For students who cannot leave home to attend in-person sessions, Avanti runs 12-hour weekly live classes online in small batches. This programme currently serves 500 students across 4 states and one pan-India programme.

### Self-Paced Online

All students enrolled in Avanti's partner school systems have access to video content, mock tests, and career information through a self-paced digital platform. This reaches 90,000 students across 5 states and Jawahar Navodaya Vidyalayas. Focus Areas

Avanti's academic support is primarily oriented toward JEE (engineering) and NEET (medical) entrance exams. Alongside academic preparation, the organisation supports students with college counselling, career guidance, scholarship access, and confidence building.

### Impact

90% of students in Avanti's Centres of Excellence gain admission to top-tier STEM colleges. 78% of students earn seats at IITs and NITs. 50% of these students are young women. Alumni include an IAS officer who ranked 82 in the Civil Services exam, a MIT scholar who went on to found a YCombinator startup, and a RISE Global Winner who received over $500,000 in support for a healthcare venture.

Avanti Fellows is a good fit for people with backgrounds in teaching, mentoring, education programme management, technology, or communications who want to work directly with students from underserved communities in some of India's most remote and underserved regions.

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