

Facilitator

THE WORKING BBA · PUNE · FULL-TIME, ON-SITE

You've spent a few years inside a company. Selling, marketing, consulting, running operations, building product. You know how work actually gets done. **This job asks you to hand that to 25 people aged 18 to 22, and then go and find them the real work to practise it on.**

WHY THIS JOB EXISTS

Most Indian business degrees still run on lectures and marksheets. We're building the other thing. **The Working BBA** is a three-year degree where the real work is the curriculum. Students run projects for real companies, do real apprenticeships, and leave with a portfolio rather than a transcript. Three tracks, one recognised BBA, about 25 students a cohort. We're five people. You'd be the sixth.

If you've been watching Indian education from inside a corporate job, thinking someone ought to rebuild it, this is where that gets attempted.

HALF THE JOB: THE ROOM

You're the LE person in front of the cohort. Not a lecturer. You guide, provoke and hold the room, while faculty bring the subject knowledge.

- Run three to five designed sessions a week from a timed guide. Each one is built around a real challenge with a real outcome.
- Hold the cohort's energy. Notice who's gone quiet. Make sure all 25 have a voice, not just the loudest six.
- Read the Daily Cards. Three missed in a row and you're in a one-to-one within 48 hours.
- Rate students on engagement and performance. Those ratings go on the record.

THE OTHER HALF: INDUSTRY

We're an industry-heavy programme, and none of that work exists until somebody goes and finds it. We work with around 40 partners across Pune and we need a good many more.

- Open new relationships. Founders, family businesses, manufacturers, agencies, non-profits. Cold, warm, referred, and through networks like MCCIA.
- Work with students on their industry projects, keeping the scope realistic, the deliverable clear, and the partner engaged from kickoff through to handover.
- Own the relationship. Chase the first silence, because an absent sponsor kills more student projects than anything else. Then close it properly: the rating, the testimonial, the next project pitched before this one ends.
- Help place students into apprenticeships, including the nine-month Year 3 placement.

WHAT WE'RE LOOKING FOR

- 1 **Two or more years in a company.** Sales, marketing, consulting, operations, finance, HR, product. The function matters less than having owned an outcome and worked through people to get there.

- 2 You're comfortable starting a conversation with a stranger who owns a business.** Half this job is finding and opening industry work.
- 3 You've stood in front of a group and made something happen.** A training, a class, a pitch, a college society. The setting doesn't matter. The ease does.
- 4 You read people well and adjust as you go.** And you actually like 18-to-22-year-olds.

NICE TO HAVE

- Training, L&D or facilitation experience, or a coaching certification
- A network among Pune businesses
- Marathi or Hindi alongside English

Your degree, and where it's from, isn't something we look at.

HOW WE WORK

We're a small team in Pune, so the work is hands-on and the ownership is real from your first week. Alongside the usual leave and public holidays, we fund your learning every year, give you paid days for volunteering and for looking after yourself, and let you pick a few extra holidays that actually matter to you. Side projects are fine, as long as they don't compete with us.

How you grow here comes down to what you contribute. Not your degree, not your background, not how close you sit to the leadership team. We'll walk you through the full policy when we talk.

WHAT IT PAYS

We aim to pay above market for the role, and we don't cap what someone can earn while the organisation is growing. This one is **₹4,50,000 to ₹8,00,000 a year**. Where you land in that range comes down to how much industry you can open on your own, and how soon you can run a room unaided. If you think you should be earning more, say so. We'll look at the market data and your contribution together. Appraisals happen in February, increments in April.

WHEN YOU'D START

We'd like whoever we hire to join within a month of us making an offer. Sooner, if you can manage it.

THE FIVE THINGS WE ASK OF EACH OTHER

संकल्प **Set intent**, don't do things blindly. हिम्मत **Have courage**, stick your neck out. मस्ती **Be playful**, enjoy the process. विनम्रता **Stay humble**, no one knows it all. करो **Take action**, being wrong beats being stagnant.

We take our values very lightly. Hospitals are the place for people who are serious.

HOW TO APPLY

Send your CV to hi@letsenterprise.in with an answer to this, in under 200 words:

Describe one thing you were genuinely good at in your last job, and how you taught someone else to do it.

We read that answer before we read the CV.