

**Job Title:** Assistant Manager-Industry Engagement

**Location:** New Delhi, India

**Reports to:** Senior Director

**Organization:** Space Industry Association of India (SIA-India)

**About SIA-India:**

SIA-India is a dynamic, not-for-profit space sector association dedicated to advancing sectoral interests, accelerating industry growth, and catalysing innovation through strategic engagements with key governmental and global stakeholders, policymakers, regulatory bodies, and standardisation entities. Our mission is to create a vibrant and innovative ecosystem within the civil, commercial, and defence space domains.

**Position Overview:**

The Manager-Industry Engagement will play a pivotal role in enhancing industry interactions, gathering feedback, disseminating information, and driving membership, sponsorship, and booth sales during SIA-India events. Reporting directly to the Senior Director, this role requires exceptional communication, networking, and organizational skills to foster strong relationships within the space industry ecosystem.

**Key Responsibilities:**

**1. Industry Engagement:**

- Develop and maintain relationships with key stakeholders in the space industry including corporations and startups.
- Represent SIA-India at industry events, conferences, and meetings to promote collaboration and gather insights on industry trends and challenges.
- Act as the primary point of contact for industry inquiries and facilitate effective communication between members and internal/external partners.

**2. Revenue Generation:**

- Drive membership growth by promoting the value proposition of SIA-India membership to potential stakeholders.
- Lead efforts to secure sponsorship and booth sales for SIA-India events including conferences, workshops, and exhibitions.

**3. Other Responsibilities:**

- Feedback Gathering
- Information Dissemination

**Qualifications:**

- Bachelor's degree in business administration, Marketing, Communications, or a related field.
- Proven experience (5+ years) in a similar role with a focus on industry engagement, membership management, or business development within the space or related technology sectors.
- Strong understanding of the space industry ecosystem, including key players, trends, and regulatory frameworks.
- Excellent communication and interpersonal skills, with the ability to build and maintain relationships with diverse stakeholders.
- Demonstrated ability to work independently, manage multiple projects simultaneously, and meet deadlines in a fast-paced environment.
- Proficiency in Microsoft Office Suite and familiarity with CRM software for managing member databases and sales pipelines.

Join us in shaping the future of the space industry in India! Please apply now to be part of our dynamic team at SIA-India.

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