

Management



ASSISTANT CATERING MANAGER

An Assistant Catering Manager is expected to manage the supplies of the facility and also manage finances and finance related administrative work of the facility. They help in running the canteen, kiosks and other specialised food outlet units as well as maintain the inventory for uninterrupted service delivery.

PERSONALITY TRAITS



- You are good in communication
- You are comfortable working in a team
- You are organized in your work



EDUCATIONAL PATHWAY

Minimum Qualification
After completing class 12 and being 18 years of age you can enrol for National Skills Qualification Framework (NSQF)* level 6 Assistant Catering Manager course.

**NSQF is a nationally integrated education and competency-based framework that enables persons to acquire desired competency levels in a chosen field. NSQF includes vocational education, vocational training, general education and technical education which prepares an individual for the job market with competent skills. An individual may return at any time to upgrade skills after gaining experience*



EXPECTED INCOME

**These figures are taken from NCS and are indicative and subject to change*

The approx. salary of an assistant Catering Manager ranges between **INR 10,000 – 12,000*** per month

Source - <https://bit.ly/3YOP5LG>



A majority of government schemes are free



SCHOLARSHIPS

- Visit the **National Scholarship Portal** for details on ITI registered with NSP: scholarships.gov.in/fresh/onlineInstituteSearchIndex
- Visit **buddy4study.com** for details on scholarships for ITI/Vocational Training: buddy4study.com/article/iti-scholarships
(Availability of these scholarships can vary from time to time)

WHERE WILL YOU WORK?

Places of Work: Hotels, Restaurants, Banquets, Tourist Camps.

Work Environment: You have to work at least 10-12 hours per day for 6 days a week. You have to work in shifts and also overtime when required.

Opportunities for work exist for differently abled in this field

EXPECTED GROWTH PATH



Assistant → Floor Manager → Assistant Catering Manager → Catering Manager /In-Charge

Search keywords...



Catering jobs, catering opportunities,

WHERE WILL YOU STUDY?

This course is offered by the Hotel Management Institutes.

This list of institutes is indicative only

GOVERNMENT INSTITUTES

1. Institute of Hotel Management, Goa
2. Institute of Hotel Management, Delhi, Pusa
3. Institute of Hotel Management, Mumbai
4. Institute of Hotel Management, Kolkata
5. Institute of Hotel Management, Chennai
6. Institute of Hotel Management, Thiruvananthapuram
7. Institute of Hotel Management, Hyderabad
8. Institute of Hotel Management, Bangalore
9. Institute of Hotel Management, Aurangabad

PRIVATE INSTITUTES

(Please check if the Institute is affiliated and accredited with UGC before applying)

1. Welcome Graduate School of Hotel Administration, Karnataka
2. Manipal Academy of Higher Education, Manipal
3. Guru Nanak Institute of Hotel Management, Kolkata
4. Bharati Vidyapeeth Deemed University, Pune
5. Oberoi Center of Learning and Development, Delhi

Information on the institute rankings can be

found at - <https://www.nirfindia.org/2022/Ranking.html>

DISTANCE LEARNING INSTITUTE

Indira Gandhi National Open University (IGNOU)

EXAMPLE FROM THE FIELD

K.M.Pillai was only 25 when a strike crippled the catering services of the factory near Vadodara where he worked. Pillai stepped in to take over the catering to supply to a 2,800 workforce. Today he heads his own catering company, Noida based PYX Industrial Caterers, which provides meals to more than 8,000 employees of corporates such as Airtel, Birla soft, GlobalLogic and Tech Mahindra. Pillai aims to cater to 11,000 meals per day and is moving his company towards that.

Source - <https://www.businesstoday.in/magazine/new-business/story/catering-to-success-12479-2007-04-05>

**The above information is for training purposes only and will not be used for any commercial gains*



BPO EXECUTIVE

BPO stands for Business Process Outsourcing. It is a method of subcontracting various business-related operations to third-party vendors. A BPO executive ensures BPO services meet the clients' needs. They communicate with vendors and attend to their queries

PERSONALITY TRAITS



- You have strong verbal and written skills
- You are a good listener
- You like to have clear instructions to follow

SCHOLARSHIPS

• **National Scholarship Portal** - Visit www.scholarships.gov.in. Under this portal there are Central Government schemes offered by different departments, UGC/AICTE Schemes and State Schemes*

• Visit www.buddy4study.com for details on available scholarships. This is a gateway to scholarships starting from Class XI*

• Scholarships are also available in the institutes based on merit*

*(Availability of these scholarships can vary from time to time)

LOANS

• VidyaLakshmi, www.vidyalakshmi.co.in, is a portal for students seeking education loan. This portal has been developed under the guidance of the Department of Financial Services, (Ministry of Finance), Department of Higher Education (Ministry of Human Resource Development) and Indian Banks Association (IBA)

• Some states have student credit cards with low interest rates, for instance, West Bengal, Odisha, Bihar, etc.

• All banks give education loans



EDUCATIONAL PATHWAY

1. Complete 10+2 in any stream (for non-technical voice based BPO category job)

OR

Complete a Bachelor's in Marketing, Commerce, Banking, or Business Administration (for technical non-voice based BPO job)

Please check the duration of the course during enrolment



EXPECTED INCOME

**The figures are indicative & subject to change*

The approx. salary of a BPO Executive ranges between **INR 16,367 - 49,583*** per month.

Source: <https://in.talent.com/salary?job=bpo+executive>

WHERE WILL YOU WORK?

Places of Work: IT, Customer Support, Human Resources, Training and Logistics departments of MNCs

Work Environment: It is a desk job. At the entry level you will not handle any team. Local travel is not a part of job profile. You will be working in shifts. You are likely to work 6 days a week 9 to 10 hours every day.

Opportunities for work exist for differently abled in this field

Search keywords...



call centre customer care, bpo telecaller, customer support associate

EXPECTED GROWTH PATH



Associate → Specialist → Team Lead → Manager

WHERE WILL YOU STUDY?

Any recognized college in India approved by UGC



EXAMPLE FROM THE FIELD

Virendra Kaith is one of the most well-known drummers in India. He has been freelancing since 2012. Currently, he is associated with Demonic Resurrection and Scribe, which are metal bands. He has a Hindi rock band called Sparsh. Kaith has a B.Com degree from Sid-dharth College of Commerce & Economics, Mumbai. He started his career as a BPO executive but eventually found his calling in music.*

Source: <https://www.therocktologist.com/interview-with-virendra-kaith.html>

**The above information is for training purposes only and will not be used for any commercial gains*

EVENT MANAGER

An Event Manager is a person who is responsible for organising small-to large-scale programs such as weddings, business meets, conferences, parties and so on. They make sure that the events run smoothly and resolve issues if they arise.

PERSONALITY TRAITS

- You like to work in teams
- You like putting things together or assembling things
- You pay attention to details
- You are a careful and organized person



The approx. course fee ranges between **INR 40,000 - 5,00,000***

**These figures are estimated numbers and will vary from Institute to Institute.*

SCHOLARSHIPS

• **National Scholarship Portal** - Visit www.scholarships.gov.in. Under this portal there are Central Government schemes offered by different departments, UGC/AICTE Schemes and State Schemes*

• Visit www.buddy4study.com for details on available scholarships. This is a gateway to scholarships starting from Class XI*

• Scholarships are also available in the Institutes based on merit*

**(Availability of these scholarships can vary from time to time)*

LOANS

• VidyaLakshmi, www.vidyalakshmi.co.in, is a portal for students seeking education loan. This portal has been developed under the guidance of the Department of Financial Services, (Ministry of Finance), Ministry of Education and Indian Banks Association (IBA).

• Some states have student credit cards with low interest rates, for instance, West Bengal, Odisha, Bihar, etc.

• All banks give education loans.



EDUCATIONAL PARTWAY

1. Complete 10+2 in any stream
 2. Complete Bachelor's in Business Administration(BBA)/Hotel Management/Hospitality Management/Business Management
- OR**
Complete a Diploma in Event Management/Hotel/ Hospitality management etc.
- OR**
Complete Bachelor's and follow it up with a Master's in the same or allied field

Please check the duration of the course during enrolment



EXPECTED INCOME

**The figures are indicative & subject to change*

The approx. salary for an Event manager ranges between **INR 16,000 - 33,000*** per month.

Source: <https://bit.ly/3XnTiVK>

WHERE WILL YOU WORK?

Places of Work

You are likely to work for Event Management organizations, Hotels and Banquets halls among others

Work Environment

You are likely to handle a team. Your job entails travelling. You are likely to work 5 to 6 days a week and 8 to 9 hours every day. This may vary from organization to organization. You might have to put in more hours as and when the necessity arises.

Opportunities for work exist for differently abled in this field

EXPECTED GROWTH PATH



Meeting, Conference and Event Planner → Team Leader → Event Manager

Search keywords...



meeting, conference and event planner, conference coordinator, event coordinator

WHERE WILL YOU STUDY?

The subjects are offered by the School or Department of Management

This list of institutes is indicative only

GOVERNMENT INSTITUTES

1. Indian Institute of Management (IIM), Ahmedabad, Gujarat
2. IIM Calcutta, Kolkata, West Bengal
3. IIM Bangalore, Karnataka
4. IIM Indore, Madhya Pradesh
5. Indian Institute of Social Welfare and Business Management, Kolkata, West Bengal
6. Tamil Nadu Open University, Chennai, Tamil Nadu
7. Shaheed Sukhdev College of Business Studies, New Delhi
8. State Institute of Hotel Management, Rohtak, Haryana

**NPTEL - National Programme in Technology Enhanced Learning. It is by the Government of India and offers a variety of courses in an audio - video form.*

PRIVATE INSTITUTES

(Please check if Institute is affiliated and accredited with UGC before applying)

1. Tritya Institute of Event Management, New Delhi
2. National Academy of Event Management and Development, Mumbai, Maharashtra
3. National Institute of Event Management, New Delhi
4. Impact Institute of Event Management, New Delhi
5. Amity School of Communication, Noida, Uttar Pradesh
6. School of Business, University of Petroleum and Energy Studies, Dehradun, Uttarakhand
7. Ajeenkya DY Patil University, Pune, Maharashtra
8. Jain University, Bengaluru, Karnataka

Information on institute ranking is available at - <https://www.nirfindia.org/Rankings/2023/Ranking.html>

DISTANCE LEARNING INSTITUTE

Indira Gandhi National Open University (IGNOU)

EXAMPLE FROM THE FIELD



Vandana Mohan is the first woman event manager in the country. Her company Backstage Productions (now The Wedding Design Company) is also the first all-female event-management company. She did her Bachelor's in Political Science. Mohan has done over 500 weddings till date.*

Source: <https://wow.outlookbusiness.com/vandana-mohan/>

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HUMAN RESOURCE MANAGER

A Human Resource Manager is responsible for recruiting suitable employees for the organization. Those who work in HR match candidates with specific roles in organizations, arrange interviews, coordinate and facilitate onboarding new employees. They also handle compensation, benefits and terminations. The HR department in any organization is responsible for building a safe, healthy, stress-free working environment and drawing documents on internal policies.

PERSONALITY TRAITS



- You have exceptional interpersonal and communication skills
- You are good at negotiating with others
- You love to be around people
- You have a desire for others to be seen and heard



The approx. course fee ranges between **INR 12,000 -1,50,000***

**These figures are estimated numbers and will vary from Institute to Institute.*

SCHOLARSHIPS

- **National Scholarship Portal** - Visit www.scholarships.gov.in. Under this portal there are Central Government schemes offered by different departments, UGC/AICTE schemes and state schemes*
- Visit www.buddy4study.com - This is a gateway to scholarships starting from Class XI* (Availability of these scholarships can vary from time to time)

LOANS

• VidyaLakshmi, www.vidyalakshmi.co.in, is a portal for students seeking education loan. This portal has been developed under the guidance of the Department of Financial Services, (Ministry of Finance), Department of Higher Education (Ministry of Human Resource Development) and Indian Banks Association (IBA). Students can view, apply and track the education loan applications on the website.

- Some states have student credit cards with low interest rates, for instance, West Bengal, Odisha, Bihar, etc.
- All banks give education loans.



EDUCATIONAL PATHWAY

1. Complete 10+2 in any stream
 2. Complete Bachelors' degree (B.B.A.) in Human Resources
- OR
- Complete Bachelor's degree and then pursue Master's in Human Resource Management
- OR
- Complete Bachelor's degree (B.A./B.Sc./B.B.A.), followed by a Post-Graduate Diploma in Human Resources

Please check the duration of the course during enrolment



EXPECTED INCOME

**The figures are indicative & subject to change*

The approx. salary of an HR manager with experience ranges between **INR 50,000 - 2,00,000*** per month.

Source: [https://www.payscale.com/research/IN/Job=Human_Resources_\(HR\)_Manager/Salary](https://www.payscale.com/research/IN/Job=Human_Resources_(HR)_Manager/Salary)

WHERE WILL YOU WORK

Places of work: All organizations will require more human resource professionals for the smooth functioning of the organization. You can work both for government and private institutions.

Entrepreneurship: After gaining some experience, HR professionals may start their own agencies or work independently

Work Environment: You are expected to work in an office setup, collaborate with all other teams and interact with people daily. You are also expected to understand event management as well as facilitate celebrations within the organization. Both full-time and part-time work opportunities are available in this role.

Opportunities for work exist for differently abled in this field.

EXPECTED GROWTH PATH

HR Intern → HR Executive → Assistant Manager → Manager

Search keywords... 

human resource manager, human resources area manager, human resource management

WHERE WILL YOU STUDY?

The course is offered by the Department of Business Administration.

This list of institutes is indicative only

GOVERNMENT INSTITUTES

1. Jamia Millia Islamia, New Delhi
2. Lala Lajpat Rai College of Commerce and Economics, New Delhi
3. Banaras Hindu University, Varanasi
4. University of Delhi, New Delhi
5. Aligarh Muslim University, Aligarh
6. Visva Bharati University, Shantiniketan, West Bengal
7. University of Madras, Chennai
8. Utkal University, Bhubaneswar

PRIVATE INSTITUTES

(Please check if institute is affiliated and accredited with UGC before applying)

1. Amity International Business School, Noida
2. Christ University, Bengaluru
3. Narsee Monjee Institute of Management Studies, Mumbai
4. CMR University, Bengaluru
5. Lovely Professional University, Jalandhar, Punjab
6. Kalinga University, New Raipur, Raipur
7. St. Xaviers College, Kolkata

Information on the institute rankings can be found at -

<https://www.nirfindia.org/2022/Ranking.html>

DISTANCE LEARNING INSTITUTE

Indira Gandhi National Open University (IGNOU)

EXAMPLE FROM THE FIELD

Hema Ravichandar is a thought leader in the field of HR. After completing her management degree from the Indian Institute of Management, Ahmedabad, she started her career with Motor Industries Company Limited (MICO), in 1983. Later in 1992, she joined Infosys as the Head of HR. Hema has been conferred with several awards including three HR Professional of the Year Awards and a listing amongst the '25 Most Powerful Women in India'. Ms. Ravichandar also writes columns in leading newspapers on her area of expertise.*

Source: <https://hi.londonspeakerbureau.com/speaker-profile/hema-ravichandar/>

**The above information is for training purposes only and will not be used for any commercial gains*

INVENTORY MANAGER

An Inventory Manager is responsible for directing and managing the tasks related to inventory management. They coordinate and plan the production plan, manage inventory, and schedule and plan the final product.

PERSONALITY TRAITS

- You like to keep your things organised
- You pay attention to details while working
- You are comfortable communicating with others
- You like to lead



The approx. course fee ranges between **INR 1,71,000-16,00,000***

**These figures are estimated numbers and will vary from Institute to Institute.*

SCHOLARSHIPS

- **National Scholarship Portal** - Visit www.scholarships.gov.in. Under this portal there are Central Government schemes offered by different departments, UGC/AICTE Schemes and State Schemes*
- Visit www.buddy4study.com for details on available scholarships. This is a gateway to scholarships starting from Class XI.
- Scholarships are also available in the institutes themselves based on merit.

**(Availability of these scholarships can vary from time to time)*

LOANS

- VidyaLakshmi, www.vidyalakshmi.co.in, is a portal for students seeking education loan. This portal has been developed under the guidance of the Department of Financial Services, (Ministry of Finance), Department of Higher Education (Ministry of Human Resource Development) and Indian Banks Association (IBA). Students can view, apply and track the education loan applications on the website.
- Some states have student credit cards with low interest rates, for instance, West Bengal, Odisha, Bihar, etc.
- All banks give education loans.



EDUCATIONAL PATHWAY

1. Complete 10+2 in any stream (preferably commerce)
2. Complete Bachelor's degree (BBA/BBM) in Business Administration/business management OR Complete Bachelor's degree and follow it up with Master's (MBA) in the same discipline

Please check the duration of the course during enrolment



EXPECTED INCOME

**These figures are indicative & subject to change*

The approx. salary of an Inventory Manager ranges between **INR 15,200 - 83,400*** per month

Source: https://www.payscale.com/research/IN/Job=Inventory_Manager/Salary

WHERE WILL YOU WORK

Places of Work: Production units, Private and Public production companies, E-commerce companies, Courier companies, Cottage based industries, Shipping companies, Military and so on.

Work Environment: The work timings are typically 5 to 6 days a week for 8 to 9 hours per day. Shift system is applicable.

Opportunities for work exist for differently abled in this field.

EXPECTED GROWTH PATH

Inventory Clerk/Executive → Inventory Supervisor/Assistant Manager → Inventory Manager → Senior inventory manager → Head of Logistics

WHERE WILL YOU STUDY?

The course is offered by the Department of Management.

This list of Institutes is indicative only

GOVERNMENT INSTITUTES

1. Deen Dayal Upadhyaya College, New Delhi
2. University of Jammu, Jammu
3. Maharaja Sayajirao University Baroda, Vadodara
4. University of Petroleum and Energy Studies - [UPES], Dehradun
5. Indian Institute of Management - [IIM], Rohtak
6. Doon University, Dehradun
7. Department of Management Sciences, Savitribai Phule Pune University, Pune
8. Indian Institute of Tourism and Travel Management, Gwalior

PRIVATE INSTITUTES

(Please check if Institute is affiliated and accredited with UGC and AICTE before applying)

1. Rasoni Group of Institutions, Nagpur, Maharashtra
2. Sunrise University, Alwar
3. Army Institute of Management and Technology, Greater Noida
4. Sharanabasava University, Gulbarga
5. Arcade Business College, Patna
6. Oxbridge Business School - [OBS], Bengaluru
7. Jyoti Nivas College, Bengaluru
8. National Institute of Business Excellence, Bengaluru

Information on Institute rankings is available at - <https://www.nirfindia.org/2022/Ranking.html>

DISTANCE LEARNING INSTITUTE

Indira Gandhi National Open University (IGNOU), New Delhi

EXAMPLE FROM THE FIELD

Sarbari Sengupta started her career in the financial sector where she worked for 10 years before making the shift to this industry. She has completed her graduation in Economics, after which she pursued an MBA in Marketing from SVKM's Narsee Monjee Institute of Management Studies (NMIMS). Today, she is the Vice President, Customer Service, DHL Express India.*

Source: <http://cargotalk.in/women-in-logistics-making-a-mark/>

**The above information is for training purposes only and will not be used for any commercial gains*

Search keywords...



inventory management, material management, raw materials management

KNOWLEDGE PROCESS OUTSOURCING EXECUTIVE

Knowledge Process Outsourcing (KPO) is the process of outsourcing knowledge-intensive activities. The person who is usually given the responsibility for the work is called a KPO executive and he or she usually has advanced degrees and expertise in a specialized area.

PERSONALITY TRAITS



- You can comfortably talk with all kinds of people
- You are a good listener
- You like to have clear instructions to follow



The approx. course fee ranges between **INR 1,00,000-9,00,000***

**These figures are estimated numbers and will vary from Institute to Institute.*

SCHOLARSHIPS

• **National Scholarship Portal** - Visit www.scholarships.gov.in. Under this portal there are Central Government schemes offered by different departments, UGC/AICTE Schemes and State Schemes*

• Visit www.buddy4study.com for details on available scholarships. This is a gateway to scholarships starting from Class XI*

• Scholarships are also available in the institutes based on merit*

**(Availability of these scholarships can vary from time to time)*

LOANS

• VidyaLakshmi, www.vidyalakshmi.co.in, is a portal for students seeking education loan. This portal has been developed under the guidance of the Department of Financial Services, (Ministry of Finance), Department of Higher Education (Ministry of Human Resource Development) and Indian Banks Association (IBA)

• Some states have student credit cards with low interest rates, for instance, West Bengal, Odisha, Bihar, etc.

• All banks give education loans



EDUCATIONAL PATHWAY

1. Complete 10+2 in Commerce or Science stream (Physics, Chemistry, Mathematics)
2. Complete a Bachelor's degree (B.Com/BSc/BBM/ BBA) in Marketing/Finance/Accounting etc

OR

Complete a Bachelor's degree followed by a Master's degree (MCom/MBA/MSc/MBM) in the same or related field

Please check the duration of the course during enrolment



EXPECTED INCOME

**The figures are indicative & subject to change*

The approx. salary of a KPO Executive ranges between **INR 23,958- 1,40,000*** per month.

Source: <https://in.talent.com/salary?-job=international+kpo>

WHERE WILL YOU WORK?

Places of Work: Investment Banks, Brokerage Houses, Financial Institutions among others

Work Environment: It is a desk job. At the entry level you will not handle any team. Local travel is not a part of job profile. You are likely to have regular work hours. You are likely to work 5 to 6 days a week, 9 to 10 hours every day.

Opportunities for work exist for differently abled in this field

EXPECTED GROWTH PATH

Analyst → Senior Analyst → Quality Analyst
→ Quality Lead → Senior Quality Lead →
Assistant Manager → Manager

Search keywords... 

*bpo kpo customer support representative,
bpo/kpo*

WHERE WILL YOU STUDY?

The courses are offered by the Department of Management.

This list of institutes is indicative only

GOVERNMENT INSTITUTES

1. Jamia Millia Islamia, New Delhi
2. Maharaja Sayajirao University of Baroda, Vadodara
3. Shaheed Sukhdev College of Business Studies, New Delhi
4. Indian Maritime University, Kochi Campus, Kochi, Kerala
5. Gujarat University, Ahmedabad
6. Doon University, Dehradun, Uttarakhand
7. University of Delhi, New Delhi
8. Ravenshaw University, Cuttack, Odisha

PRIVATE INSTITUTES

(Please check if Institute is affiliated to the UGC before applying)

1. School of Business, University of Petroleum and Energy Studies, Dehradun
2. School of Management Dr DY Patil University, Pune
3. IBS Business School, Hyderabad
4. VIT Business School, Chennai
5. Jamia Hamdard, New Delhi
6. AIMS Institutes, Bengaluru
7. Techno India University, Kolkata

Information on the institute rankings can be found at - <http://www.nirfindia.org/2022/Ranking.html>



EXAMPLE FROM THE FIELD

Vijay Bhise currently works as a team leader at Shriram Transport Finance Company Limited, Mumbai. He previously worked as a KPO officer at Atos Syntel. Bhise has an MBA in Financial Management from Vidya Pratishthan's, Institute of Information Technology Maharashtra and a Bachelor's in Commerce from Tuljaram Chaturchand College, Pune.*

Source: https://rocketreach.co/vijay-bhise-email_112909814

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PURCHASING & MATERIALS MANAGER

The primary role of a Purchasing and Materials Manager is to collaborate with other managers and determine supply needs. They purchase the supplies according to the need of the industry. At times, they also coordinate and supervise receiving and warehousing procedures.

PERSONALITY TRAITS

- You like to keep your things organised
- You pay attention to details while working
- You are comfortable communicating with others
- You like to lead



The approx. course fee ranges between **INR 1,71,000-16,00,000***

**These figures are estimated numbers and will vary from Institute to Institute.*

SCHOLARSHIPS

- **National Scholarship Portal** - Visit www.scholarships.gov.in. Under this portal there are Central Government schemes offered by different departments, UGC/AICTE Schemes and State Schemes*
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- VidyaLakshmi, www.vidyalakshmi.co.in, is a portal for students seeking education loan. This portal has been developed under the guidance of the Department of Financial Services, (Ministry of Finance), Department of Higher Education (Ministry of Human Resource Development) and Indian Banks Association (IBA). Students can view, apply and track the education loan applications on the website.
- Some states have student credit cards with low interest rates, for instance, West Bengal, Odisha, Bihar, etc.
- All banks give education loans.



EDUCATIONAL PATHWAY

1. Complete 10+2 in any stream (preferably commerce)
2. Complete Bachelor's degree (BBA/BBM) in Business Administration/business management OR Complete Bachelor's degree and follow it up with Master's (MBA) in the same discipline

Please check the duration of the course during enrolment



EXPECTED INCOME

**These figures are indicative & subject to change*

The approx. salary of a Purchasing and Materials Manager ranges between **INR 30,200 - 1,67,000*** per month

Source: https://www.payscale.com/research/IN/Job=Materials_Manager/Salary

WHERE WILL YOU WORK

Places of Work: Production units, Private and Public production companies, E-commerce companies, Courier companies, Cottage based industries, Shipping companies, Military and so on.

Work Environment: The work timings are typically 5 to 6 days a week for 8 to 9 hours per day. Shift system is applicable.

Opportunities for work exist for differently abled in this field.

EXPECTED GROWTH PATH

Management Trainee/Frontline Supervisor → Purchasing and Materials Manager → Senior Purchasing and Materials Manager → Logistics Head

WHERE WILL YOU STUDY?

The course is offered by the Department of Management.

This list of Institutes is indicative only

GOVERNMENT INSTITUTES

1. Deen Dayal Upadhyaya College, New Delhi
2. University of Jammu, Jammu
3. Maharaja Sayajirao University Baroda, Vadodara
4. University of Petroleum and Energy Studies - [UPES], Dehradun
5. Indian Institute of Management - [IIM], Rohtak
6. Doon University, Dehradun
7. Department of Management Sciences, Savitribai Phule Pune University, Pune
8. Indian Institute of Tourism and Travel Management, Gwalior

PRIVATE INSTITUTES

(Please check if Institute is affiliated and accredited with UGC and AICTE before applying)

1. Rasoni Group of Institutions, Nagpur, Maharashtra
2. SunRise University, Alwar
3. Army Institute of Management and Technology, Greater Noida
4. Sharanabasava University, Kalaburagi
5. Arcade Business College, Patna
6. Oxbridge Business School - [OBS], Bengaluru
7. Jyoti Nivas College, Bengaluru
8. National Institute of Business Excellence, Bengaluru

Information on Institute rankings is available at - <https://www.nirfindia.org/2022/Ranking.html>

DISTANCE LEARNING INSTITUTE

Indira Gandhi National Open University (IGNOU), New Delhi

EXAMPLE FROM THE FIELD

Anusree Sen, the Deputy General Manager of the PDP Group, says that it took her a long time to prove her worth to her clients and her colleagues in this industry since she was a woman. She has completed an MBA in Human Resources Management/Personnel Administration from Sikkim Manipal University. She first joined an international freight forwarding company as a Customer Service Executive and has grown from there.*

Source: <http://cargotalk.in/women-in-logistics-making-a-mark/>

**The above information is for training purposes only and will not be used for any commercial gains*

Search keywords...



purchase management, materials manager, equipment manager

QUALITY ASSURANCE ENGINEER

A Quality Assurance Engineer is responsible for the planning and execution of tests on all products and services developed by a company. In IT, a Quality Assurance engineer finds and fixes bugs (or errors) in a product or program before its launch, working with developers to fix problems when necessary.

PERSONALITY TRAITS

- Analytical thinking
- Patience and persistence
- Strong communication skills
- Effective time management
- Curiosity and continuous learning



The approx. course fee ranges between **INR 45,000 - 10,00,000***

**These figures are estimated numbers and will vary from Institute to Institute.*

SCHOLARSHIPS

• **Engineering specific scholarships** - You can opt for engineering-specific scholarships such as IndusInd Foundation Scholarship, Baba Gurbachan Singh Scholarship Scheme, Samsung Star Scholar Programme 2022, Central Sector Scheme Of Scholarships, JSPN Scholarship 2022 and so on

• **National Scholarship Portal** - Please visit www.scholarships.gov.in Under this portal there are Central Government schemes offered by different Departments, UGC/AICTE Schemes and State Schemes.*

• Please visit www.buddy4study.com for details on available scholarships. This is a gateway to scholarships starting from Class XI*

• Scholarships are also available in the Institutes based on merit*

*(Availability of these scholarships can vary from time to time)

LOANS

• VidyaLakshmi, www.vidyalakshmi.co.in, is a portal for students seeking education loan. This portal has been developed under the guidance of the Department of Financial Services, (Ministry of Finance), Ministry of Education and Indian Banks Association (IBA). Students can view, apply and track the education loan applications on the website.

• Some states have student credit cards with low interest rates, for instance, West Bengal, Odisha, Bihar, etc.

• All banks give education loans.



EDUCATIONAL PATHWAY

1. Complete 10+2 in the Science stream (Physics, Chemistry and Mathematics)

2. Complete a Bachelor's degree (B.Tech/B.Sc./BCA) in Computer Science/Information System

OR

Complete a Bachelor's degree followed by a Master's degree (M.Tech/M.Sc./MCA) in the same field

OR

Complete a Bachelor's degree followed by a Master's degree (MBA/MS) in Information System.

OR

Pursue a Postgraduate Diploma (PGDM) in Information System.

Please check the duration of the course during enrolment



EXPECTED INCOME

**The figures are indicative & subject to change*

The approx. salary of a Quality Assurance Engineer ranges between **INR 16,167 - 83,000*** per month

Source - [https://www.payscale.com/research/IN/Job=Quality_Assurance_\(QA\)_Engineer/Salary](https://www.payscale.com/research/IN/Job=Quality_Assurance_(QA)_Engineer/Salary)



WHERE WILL YOU WORK

Places of Work: Industries, including Automotive, Medical Devices and Food/Beverage.

Work Environment: The work timings are typically 5 to 6 days a week for 8 to 9 hours per day. Shift system is applicable.

Entrepreneurship: You can pursue freelancing in this field

Opportunities for work exist for differently abled in this field.

EXPECTED GROWTH PATH

Quality Assurance Analyst/Engineer →
Senior Quality Assurance Analyst/
Engineer → Quality Assurance Lead

WHERE WILL YOU STUDY?

The course is offered by the Department of Computer Science.

This list of Institutes is indicative only

GOVERNMENT INSTITUTES

1. CR Rao Advanced Institute of Mathematics, Statistics and Computer Science, Hyderabad
2. Ayya Nadar Janaki Ammal College, Tamil Nadu
3. Atma Ram Sanatan Dharma College, New Delhi
4. Asutosh College, Kolkata
5. Bhaskaracharya College of Applied Sciences, New Delhi
6. College of Applied Science (IHRD), Kerala
7. Government Engineering College, Bikaner, Rajasthan
8. East Calcutta Girls College, Kolkata
9. All National Institute of Technology (NITs)

PRIVATE INSTITUTES

(Please check if Institute is affiliated and accredited with UGC and AICTE before applying)

1. Annai College of Arts and Science, Tamil Nadu
2. AD Patel Institute of Technology, Gujarat
3. All India Institute of Management Studies, Chennai
4. Acropolis Institute of Management Studies and Research, Indore
5. Acharya Prafulla Chandra College, Kolkata
6. Bangalore City College, Bangalore
7. Bapatla Engineering College, Andhra Pradesh
8. Bonnie Foi College, Bhopal, Madhya Pradesh
9. Birla Institute of Technology & Science, Pilani, Rajasthan
10. Manipal Institute of Technology, Manipal, Karnataka
11. Vellore Institute of Technology (VIT), Tamil Nadu
12. Thapar Institute of Engineering & Technology, Patiala, Punjab

Information on Institute rankings is available at -
<https://www.nirfindia.org/Rankings/2023/Ranking.html>

Search keywords... 

quality assurance manager, quality assurance, quality assurance analyst

232

DISTANCE LEARNING INSTITUTE

Indira Gandhi National Open University (IGNOU),
New Delhi

EXAMPLE FROM THE FIELD

Priya P Kulkarni is the Quality Engineer at American Express. She has a Bachelor's degree in Electrical, Electronics and Communications Engineering from Vijayanagar Engineering college, after which she has graduated from Aman PU College, in PCMCS. She has worked in companies such as Broadridge Financial Solutions Pvt Ltd, and IBM India Pvt Ltd.*

Source: sripriyapkulkarni.com/

**The above information is for training purposes only and will not be used for any commercial gains*

RETAIL MANAGER

Retail Managers manage a retail outlet's day to day functioning around selling of goods and services. They are responsible for the success of any retail store. A retail manager supervises store employees, maintains customer satisfaction, and oversees inventory and stock management.

PERSONALITY TRAITS

- You have excellent communication skills
- You enjoy coordinating and planning
- You enjoy solving problems



The approx. course fee ranges between **INR 20,000 - INR 4,00,000***

**These figures are estimated numbers and will vary from Institute to Institute.*

SCHOLARSHIPS

- **National Scholarship Portal** - Visit www.scholarships.gov.in. Under this portal there are Central Government schemes offered by different departments, UGC/AICTE schemes and state schemes*
- Visit www.buddy4study.com - This is a gateway to scholarships starting from Class XI*
*(Availability of these scholarships can vary from time to time)

LOANS

- VidyaLakshmi, www.vidyalakshmi.co.in, is a portal for students seeking education loan. This portal has been developed under the guidance of the Department of Financial Services, (Ministry of Finance), Department of Higher Education (Ministry of Human Resource Development) and Indian Banks Association (IBA). Students can view, apply and track the education loan applications on the website.
- Some states have student credit cards with low interest rates, for instance, West Bengal, Odisha, Bihar, etc.
- All banks give education loans.



EDUCATIONAL PATHWAY

1. Complete 10+2 with any subject combination
2. Complete Bachelor's degree (B.B.A.) in Retail Management
OR
Complete Bachelor's degree in Retail Management and then pursue a Post Graduate Diploma in Retail Management/Marketing
OR
Complete Bachelor's degree in Retail Management and then pursue MBA in Retail Management

For admissions for Bachelor's degree, you must qualify in one of these entrance examinations: CET, SET, DU JAT, SET etc. and for Post graduate degree, you must qualify in any of the following exams: CAT/ XAT/ GMAT/ SNAP/ NMAT/ CMAT.

Please check the duration of the course during enrolment



EXPECTED INCOME

**These figures are taken from NCS and are indicative and subject to change*

The approx. salary of a Retail Manager ranges between **INR 15,000 - 35,000*** per month for a new entrant and between **INR 35,000 - 60,000*** per month for candidates with experience.

Source: bit.ly/3HiUq7U

WHERE WILL YOU WORK

Places of Work: Retail companies–stores, Showrooms, Supermarkets, Department store, Small retail businesses.

Work Environment: You will work in a desk and office oriented environment with supervisory responsibilities. You will need to supervise a team of Senior Executives and Executives. Some travelling may be involved. You are expected to work 5 to 6 days a week and 8 to 9 hours per day. This varies from organization to organization.

Opportunities for work exist for differently abled in this field.

EXPECTED GROWTH PATH



Salesperson → Sales Supervisor, Retail Trade → Manager, Retail Trade → General Manager, Retail Trade → Director, Retail Trade → Working Proprietor, Retail Trade

WHERE WILL YOU STUDY?

This course is offered by the Department of Management.

This list of institutes is indicative only

GOVERNMENT INSTITUTES

1. Madras Christian College, Chennai
2. Lala Lajpat Rai College of Commerce and Economics, New Delhi
3. Shaheed Sukhdev College of Business Studies, Delhi
4. Jamia Millia Islamia, Delhi
5. Sydenham College of Commerce and Economics, Mumbai
6. Serampore College, Serampore
7. Government College, Dharamshala
8. Government College Autonomous, Rajahmundry

PRIVATE INSTITUTES

(Please check if institute is affiliated and accredited with UGC before applying)

1. Christ University, Bengaluru
2. Amity International Business School, Noida
3. Narsee Monjee, Mumbai
4. Faculty of Management, Rajasthan
5. Loyola College, Chennai
6. MCM DAV College for Women, Chandigarh
7. Dr. DY Patil Arts Commerce and Science College, Pune
8. Madras Christian College, Chennai
8. Xavier School of Management, Jamshedpur

Information on the institute rankings can be found at - <https://www.nirfindia.org/2022/Ranking.html>

DISTANCE LEARNING INSTITUTE

Indira Gandhi National Open University (IGNOU)

EXAMPLE FROM THE FIELD



Nandita Sinha who previously worked at Flipkart took the charge as CEO, Myntra on January 1, 2022. As part of her role, she is responsible for retail strategy and planning, business execution, supply-chain demand and customer satisfaction. Nandita Sinha holds an experience of over 16 years across e-commerce and FMCG. She began her career at Hindustan Unilever Limited and later worked for Britannia Industries.*

Source: <https://thenewsmen.co.in/high-flyers/nandita-sinha-now-the-ceo-of-myntra/87713>

**The above information is for training purposes only and will not be used for any commercial gains*

Search keywords...



manager retail trade, retail partner, branch manager retail trade

RURAL DEVELOPMENT SPECIALIST/MANAGER

A Rural Development Officer is a State Government official who is concerned with the development of rural areas.

He or she is primarily responsible for supervising the developmental plans and their implementation to the areas assigned to him or her.

Rural Development Professionals study, plan, organize, direct and control ways to improve the quality of life and economic welfare of the people living in rural areas. They make changes and improvements in the agriculture, healthcare, education, social situations, economy, employment, management of natural resources, banking and finance, technology, and industries majorly relating to the rural areas by handling farming schemes, old age pension, schemes for specially-abled, NREGA, health and medical facilities, etc.

PERSONALITY TRAITS



- You can comfortably talk with everyone
- You like to lead
- You like to organize things
- You like to work in a team



The approx. course fee ranges between **INR 45,000 - 3,00,000***

**These figures are estimated numbers and will vary from Institute to Institute.*

SCHOLARSHIPS

• **National Scholarship Portal** - Visit www.scholarships.gov.in. Under this portal there are central Government Schemes offered by different departments, UGC/AICTE Schemes and State Schemes*

• Visit www.buddy4study.com for details on available scholarships. This is a gateway to scholarships starting from Class XI*

• Scholarships are also available in the Institutes based on merit*
*(Availability of these scholarships can vary from time to time)

LOANS

• VidyaLakshmi, www.vidyalakshmi.co.in, is a portal for students seeking education loan. This portal has been developed under the guidance of the Department of Financial Services, (Ministry of Finance), Ministry of Education and Indian Banks Association (IBA).

• Some states have student credit cards with low interest rates, for instance, West Bengal, Odisha, Bihar, etc.

• All banks give education loans.



EDUCATIONAL PATHWAY

1. Completion of 10+2 in any stream
2. Complete Bachelor's degree in Rural Studies /Rural Development/Rural Management/Anthropology

OR

Complete Bachelor's degree in any discipline, followed by Master's in Rural Development/ Rural Management or any related field

OR

Pursue a Diploma in Rural Management/Rural Development

For admissions to management institutes offering UG, PG courses in Rural Management, you must qualify one these entrance examinations such as CAT/XAT/IRMASAT/MAT/SNAP/CMAT.



EXPECTED INCOME

**These figures are indicative and subject to change*

The approx. salary of a Rural Development Manager ranges between **INR 25,000 - 1,00,000*** per month.

Source: <https://www.ambitionbox.com/profile/rural-development-manager-salary>

WHERE WILL YOU WORK?

Places of Work: Panchayati Raj institutions, Rural Cooperatives, NGOs, Agribusiness, Public or private sector Rural development initiatives, or leadership roles on donor-funded agriculture development projects

Entrepreneurship: You can start your own start up or a Non- Governmental Organisation to serve for the welfare of the rural communities.

Work Environment: It involves extensive field work and travel. Typically, you will have an office but also regularly work in the field, depending on the type of organization you would be working in.

Opportunities for work exist for differently abled in this field

EXPECTED GROWTH PATH



Assistant Manager → Project Manager
→ Director, Rural Development

Search keywords...



*district project officer, district co-ordinator,
rural development*

WHERE WILL YOU STUDY?

The course is offered by the Department of Management.

This list of institutes is indicative only

GOVERNMENT INSTITUTES

1. Babasaheb Bhimrao Ambedkar University, Lucknow
2. Mohanlal Sukhadia University, Udaipur
3. Mahatma Gandhi Kashi Vidyapith University, Varansi
4. Sambalpur University, Odhisha
5. Kousali Institute of Management Studies, Dharwad
6. Jammu University, Jammu
7. Centre for Studies in Rural Management, Gujarat Vidyapith, Gandhinagar
8. Indian Institute of Technology Bombay, Mumbai

PRIVATE INSTITUTES

(Please check if Institute is affiliated and accredited with UGC before applying)

1. KIIT School of Rural Management, Bhubaneswar
2. Indian Institute of Management, Calcutta
3. Institute of Rural Management, Jaipur
4. Institute of Rural Management Anand
5. Xavier Institute of Social Service, Ranchi
6. Xavier Institute of Management, Bhubaneswar

Information on the institute rankings can be found at - <https://www.nirfindia.org/Rankings/2023/Ranking.html>

DISTANCE LEARNING INSTITUTE

Indira Gandhi National Open University (IGNOU)

EXAMPLE FROM THE FIELD



Sahana Mishra has 24 years of experience working on gender, sustainable agriculture, and natural resource management. She has worked extensively in building women collectives for their socio-economic-political empowerment. Sahana has worked closely with government departments in MP, Odisha, and Bihar. She is skilled in designing and implementing large-scale development projects at the grassroots in partnership with government and non-government agencies. She is a Graduate in Economics and has a Post Graduate Diploma in Rural Management and was a fellow in the Leadership Development Program at McCain Institute of International Leadership in the USA.*

Source: <https://www.pradan.net/who-we-are/#ourteam>

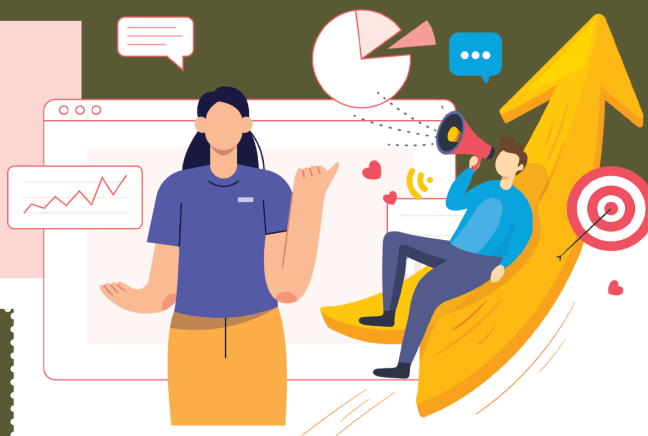
**The above information is for training purposes only and will not be used for any commercial gains*

SALES AND MARKETING MANAGER

Sales and Marketing is an important corporate function focused on marketing the service/ product and converting demands into sales. Sales and marketing managers develop marketing strategy, conduct market research, develop promotions and advertising, handle public relations etc.

PERSONALITY TRAITS

- You like to try to persuade or influence people
- You have excellent communication skills
- You like to set new goals for yourself



The approx. course fee ranges between **1,00,000-3,00,000***

**These figures are estimated numbers and will vary from Institute to Institute.*

SCHOLARSHIPS

- **National Scholarship Portal** - Visit www.scholarships.gov.in. Under this portal there are Central Government schemes offered by different departments, UGC/AICTE schemes and state schemes*
- Visit www.buddy4study.com - This is a gateway to scholarships starting from Class XI*
*(Availability of these scholarships can vary from time to time)

LOANS

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• Some states have student credit cards with low interest rates, for instance, West Bengal, Odisha, Bihar, etc.

• All banks give education loans.



EDUCATIONAL PATHWAY

Graduation is not mandatory for entering a sales career, but a graduate degree (preferred streams are B.B.A., B.Com., B.B.A., B.B.M.) and specialised courses in sales and marketing are needed for career development.

1. Complete 10+2 in any stream
2. Complete Bachelor's degree from any stream, followed by PG Diploma/Master's degree in Business Administration (M.B.A.)

For admissions for Bachelor's degree, you must qualify in one of these entrance examinations: CET, SET, DU JAT, SET etc. and for post graduate degree, you must qualify in any of the following exams: CAT/ XAT/ GMAT/ SNAP/ NMAT/ CMAT.

Please check the duration of the course during enrolment



EXPECTED INCOME

**The figures are indicative & subject to change*

The approx. salary of Sales and Marketing Manager ranges between **INR 24,000 - INR 84,000*** per month.

Source: https://www.payscale.com/research/IN/Job=Sales_and_Marketing_Manager/Salary

WHERE WILL YOU WORK

Places of Work: Corporate houses, MNCs, Private Companies, Corporations, Banks.

Work Environment: It involves local/countrywide travelling. You may have to lead a team. Working hours vary day to day.

Opportunities for work exist for differently abled in this field.

EXPECTED GROWTH PATH

Sales Representative → Sales Supervisor
→ Area Sales Manager → Regional Sales
Manager/Zonal Sales Manager →
General Sales Manager → Director Sales

WHERE WILL YOU STUDY?

This course is offered by the Department of Management or Commerce.

This list of institutes is indicative only

GOVERNMENT INSTITUTES

1. Indian Institutes of Management, Ahmedabad
2. Indian Institutes of Management, Bengaluru
3. Indian Institutes of Management, Kolkata
4. Department of Management Studies, IIT Delhi
5. Sydenham College of Commerce and Economics, Mumbai
6. Indian Institutes of Management, Kozhikode
7. Indian Institutes of Management, Lucknow
8. Madras Christian College, Chennai

PRIVATE INSTITUTES

(Please check if institute is affiliated and accredited with UGC before applying)

1. Amity University, Raipur/ Gwalior
2. PP Savani University, Surat
3. Lal Bahadur Shastri Institute of Technology & Management, Indore
4. University of Technology, Jaipur
5. Institute of Management & Research, New Delhi
6. IBMR IBS, Bengaluru
7. Institute of Management & Research, Ghaziabad
8. Narsee Monjee, Mumbai

Information on the institute rankings can be found at -
<https://www.nirfindia.org/2022/Ranking.html>

DISTANCE LEARNING INSTITUTE

Indira Gandhi National Open University (IGNOU)

EXAMPLE FROM THE FIELD

Gautam Vijh has been in the thick of action in sectors as varied as appliances to tyres and finally at Ranbaxy in Global Consumer Healthcare (GCHC), looking after UP, Uttaranchal, Bihar, Jharkhand and Odisha. A commerce graduate with a diploma in management from Lucknow, Vijh believes that he can operate in any given condition. He started his career as a Distributor salesman, working with Philips Lighting, Godfrey Phillips and MRF Tyres and moved on to more diverse roles that led him to apply his learning and experience. He is now Regional Sales Manager, Central with Ranbaxy.*

Source: <https://economictimes.indiatimes.com/meet-indias-top-salesmen/articleshow/768185.cms>

**The above information is for training purposes only and will not be used for any commercial gains*

Search keywords... 

*sales and marketing executive,
sales and marketing manager,
sales and marketing specialist*

SPORTS AGENT/MANAGER

A Sports Manager plays a vital role in getting support, overseeing athletic activities, and dealing with the business side of a sport. Managers are responsible for ensuring that athletes have the required resources to train effectively.

PERSONALITY TRAITS

- You enjoy sports
- You like to work in teams
- You can comfortably talk with everyone
- You are quick to take on new responsibilities



The approx. course fee ranges between **INR 10,000 - 20,00,000***

*These figures are estimated numbers and will vary from Institute to Institute.

SCHOLARSHIPS

• **National Scholarship Portal** – Visit www.scholarships.gov.in. Under this portal there are Central Government schemes offered by different departments, UGC/AICTE Schemes and State Schemes*

• Visit www.buddy4study.com for details on available scholarships. This is a gateway to scholarships starting from Class XI*

• Scholarships are also available in the Institutes based on merit*

*(Availability of these scholarships can vary from time to time)

LOANS

• VidyaLakshmi, www.vidyalakshmi.co.in, is a portal for students seeking education loan. This portal has been developed under the guidance of the Department of Financial Services, (Ministry of Finance), Department of Higher Education (Ministry of Human Resource Development) and Indian Banks Association (IBA).

• Some states have student credit cards with low interest rates, for instance, West Bengal, Odisha, Bihar, etc.

• All banks give education loans.



EDUCATIONAL PATHWAY

1. Complete 10+2 in any stream
 2. Complete a Bachelor's degree (BBA/B.Com) in Business Management/Sports Management
- OR
- Complete a Bachelor's degree followed by a Master's degree (MBA/M.Com) in the same field
- OR
- Pursue a Diploma in Sports Management

Please check the duration of the course during enrolment



EXPECTED INCOME

The figures are indicative & subject to change

The approx. salary of a Sports Manager or Agent ranges between **INR 64,185 - 1,10,592*** per month.

Source: <https://www.salaryexpert.com/salary/job/sports-management/india>



WHERE WILL YOU WORK?

Places of Work: Professional sports teams, Minor league teams, College or high school level athletics etc.

Entrepreneurship: You can start your own business of sports management.

Work Environment: You will work in an office setting, but during an athletic season, you may be required to travel for events and/or work extended hours. You are likely to hold meetings with other athletics professionals, team members, media persons or partners. While you will be working regular hours, you are likely to put in more hours during sports season.

Opportunities for work exist for differently abled in this field

EXPECTED GROWTH PATH

Assistant Manager → Sports Manager
OR
Assistant Manager → Sports Manager
→ Sports Director
OR
Assistant Manager → Sports Manager
→ CEO of own business

Search keywords...



*sports manager, sports club manager,
sports agent*

WHERE WILL YOU STUDY?

The course is offered by the Department of Management.

This list of institutes is indicative only

GOVERNMENT INSTITUTES

1. Maulana Abul Kalam Azad University of Technology, Kolkata
2. Indian Institute of Social Welfare and Business Management, Kolkata
3. Indian Institutes of Management, Rohtak, Haryana
4. Alagappa University, Karaikudi, Tamil Nadu
5. Jai Narain Vyas University, Jodhpur, Rajasthan
6. Swarnim Gujarat Sports University, Gandhinagar
7. SNDT Womens University, Mumbai
8. Tamil Nadu Physical Education and Sports University, Chennai

PRIVATE INSTITUTES

(Please check if the institute is affiliated and accredited with UGC before applying)

1. International Institute of Sports & Management, Mumbai
2. George College, Kolkata
3. Ironwood Sports Management Global Academy, Mumbai
4. Syamaprasad Institute of Technology and Management, Kolkata
5. School of Management Dr. DY Patil University, Pune
6. KJ Somaiya Institute of Management, Mumbai
7. MIT School of Management, Pune
8. ISBR Business School, Bengaluru

Information on the institute rankings can be found at -
<https://www.nirfindia.org/2022/ranking.html>

EXAMPLE FROM THE FIELD

Wilbur Lasrado is player Relation Manager with Inventive Sports UK. He has a Bachelor's in Management Studies. The 25-year-old is considered one of the most prominent agents in Indian football. He has been managers of players such as Aaron D'costa, Augustin Fernandes, Alesh Sawant, Sanjay Balmuchu, Biaklian Paite and Abhishek Das among others.*

Source: <https://www.wionews.com/sports/making-a-football-agent-wilbur-lasrado-342430>

**The above information is for training purposes only and will not be used for any commercial gains*

SPORTS EQUIPMENT MANAGER

Sports Equipment Managers are responsible for stocking, organizing, maintaining and monitoring equipment and apparels used by a sports team. They also ensure that all equipment meets safety requirements before being utilized by players.

PERSONALITY TRAITS

- You enjoy sports
- You like working in a team
- You are quick to take on new responsibilities
- You like to organize things



The approx. course fee ranges between **INR 10,000 - 20,00,000*** for the full course

*These figures are estimated numbers and will vary from Institute to Institute.

SCHOLARSHIPS

• **National Scholarship Portal** - Visit www.scholarships.gov.in. Under this portal there are Central Government schemes offered by different departments, UGC/AICTE Schemes and State Schemes*

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LOANS

• VidyaLakshmi, www.vidyalakshmi.co.in, is a portal for students seeking education loan. This portal has been developed under the guidance of the Department of Financial Services, (Ministry of Finance), Department of Higher Education (Ministry of Human Resource Development) and Indian Banks Association (IBA).

• Some states have student credit cards with low interest rates, for instance, West Bengal, Odisha, Bihar, etc.

• All banks give education loans.



EDUCATIONAL PATHWAY

1. Complete 10+2 in any stream
 2. Complete Bachelor's degree in Sports Management
- OR
- Complete Bachelor's degree, followed by a Master's in the same field
- OR
- Complete Bachelor's degree, followed by a certification course
- OR
- Complete Bachelor's degree then take up an internship in the sports industry, followed by Master's in Sports Management

Please check the duration of the course during enrolment



EXPECTED INCOME

**The figures are indicative & subject to change*

The approx. salary of a Sports Equipment Manager ranges between **INR 9,000 - 126,042*** per month.

Source: <https://in.talent.com/salary?job=equipment+manager>

WHERE WILL YOU WORK?

Places of Work: Professional sports teams, Minor league teams, College or High school level athletics and Sports equipment companies, etc.

Entrepreneurship: You can start your own sports management company.

Work Environment: You are likely to work in the equipment room of the sports facility, such as stadium, arena, or gymnasium. Typically, you will work around 45 hours a week but you may need to work extra hours during peak season for the sport you are involved in. The job can be physically demanding, as you must be able to lift and carry heavy equipment.

Opportunities for work exist for differently abled in this field

EXPECTED GROWTH PATH

Assistant Equipment Manager →
Equipment Manager → Administrative Assistant
OR
Assistant Equipment Manager →
Equipment Manager → High-level Role in a Sports Equipment Company

Search keywords... 

sports equipment manager, athletic equipment manager, kit manager

WHERE WILL YOU STUDY?

The course is offered by the Department of Management.

This list of institutes is indicative only

GOVERNMENT INSTITUTES

1. Maulana Abul Kalam Azad University of Technology, Kolkata
2. Indian Institute of Social Welfare and Business Management, Kolkata
3. Indian Institutes of Management, Rohtak
4. Alagappa University, Karaikudi
5. Jai Narain Vyas University, Jodhpur, Rajasthan
6. Swarnim Gujarat Sports University, Gandhinagar
7. SNDT Womens University, Mumbai
8. Tamil Nadu Physical Education and Sports University, Chennai

PRIVATE INSTITUTES

(Please check if the institute is affiliated and accredited with UGC before applying)

1. International Institute of Sports & Management, Mumbai
2. George College, Kolkata
3. Ironwood Sports Management Global Academy, Mumbai
4. Syamaprasad Institute of Technology & Management, Kolkata
5. School of Management, Dr. D.Y. Patil University, Pune
6. KJ Somaiya Institute of Management, Mumbai
7. MIT School of Management, Pune
8. ISBR Business School, Bengaluru

Information on the institute rankings can be found at - <https://www>

EXAMPLE FROM THE FIELD

Deepesh Gawand is the equipment manager for Mumbai City Football club. He has done his Bachelor's in Mechanical Engineering from Agnel Polytechnic, Vashi, Mumbai. Earlier, Gawand played football under the Navi Mumbai Sports Association.*

Source:

<https://twitter.com/gawanddeepesh>

**The above information is for training purposes only and will not be used for any commercial gains*