

N-21013/9/2024-NeGD
National e-Governance Division
Digital India Corporation
Electronics Niketan, 6, CGO Complex Lodhi Road,
New Delhi – 110003
Website: www.negd.gov.in / www.dic.gov.in

Web Advertisement
08.12.2025

The National e-Governance Division (NeGD) is an independent business division under the Digital India Corporation, Ministry of Electronics and Information Technology. NeGD has been playing a pivotal role in supporting MeitY in Programme Management and implementation of e-Governance projects and initiatives undertaken by various Ministries/ Departments, both at the Central and State levels.

NeGD has been spearheading several innovative initiatives under the aegis of the Digital India Programme. Those have been developed keeping the vision areas of Digital India at the core- providing digital infrastructure as a core utility to every citizen, governance and services on demand and in particular, digital empowerment of the citizens of our country; some of these initiatives include DigiLocker, UMANG, Poshan Tracker, OpenForge Platform, API Setu, National Academic Depository, Academic Bank of Credits, Learning Management System.

It has myriad roles and responsibilities from supporting Central Line Ministries and State Government Departments on e-Governance projects, reviewing State Action Plans, offering support in technology management, strategy formulation & implementation of Emerging Technologies viz. AI, Blockchain, GIS etc., to facilitating digital diplomacy with focus on Indian startups and products

NeGD has been a leader in implementation and execution of a gamut of pilot/ infrastructure/ technical/ special projects and support components to framing core policies, project appraisals, R&D, and guiding /conducting assessments, undertaking activities for building capacities of both Government officials and] other stakeholders, and creating mass awareness about schemes and services under the Digital India Programme.

NeGD is currently inviting applications for the following positions purely on Contract basis initially for a period of 3 years which is further extendable as per the requirement of the project.

Sr. No	Position	Years of Experience	Vacancy
1	Executive/Manager (Partnerships)	5-10 years	06

* The maximum age limit shall be 55 years on the closing date of receipt of application.

** The place of posting shall be in New Delhi but transferable to project locations of NeGD as per existing policy of NeGD/DIC.

Screening of applications will be based on qualifications, age, and relevant experience. NeGD reserves the right to fix higher threshold of qualifications and experience for screening and limiting the number of candidates for interview. Only shortlisted candidates shall be invited for interviews. NeGD reserves the right to not to select any of the candidates without assigning any reason thereof.

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

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

Last date for submission of applications will be: 28.12.2025

Job Title	Executive/Manager (Partnerships)
Experience	5-10 years
Location	Delhi
Vacancy	06
Job Type	Contractual
Project	Digilocker & Other Digital India Projects

Position Overview

The Business Development Manager will play a key role in driving stakeholder engagement, expanding adoption, and enabling partnerships for DigiLocker and other Digital India platforms. The role involves working closely with government departments, PSU bodies, industry partners, regulators, academic institutions, and private sector ecosystems to scale usage, onboard issuers/requesters, and support project expansion in alignment with MeitY's digital transformation goals.

Key Responsibilities

1. Partnership Development & Onboarding

- Identify, engage, and onboard potential issuers, requesters, and integrators for DigiLocker.
- Facilitate API integrations and coordinate with technical teams to ensure smooth onboarding.
- Promote adoption of other NeGD/MeitY platforms (e.g., UMANG, OBD, Unified Mobile App, digital public infrastructure projects).

2. Government & Stakeholder Engagement

- Liaise with Central Ministries, State Governments, PSUs, Boards, Universities, Financial Institutions, and Private Organizations.
- Conduct outreach meetings, workshops, and presentations to drive platform uptake.
- Support departments in understanding compliance, data standards, and onboarding processes.

3. Business Growth & Expansion Strategy

- Develop strategies to expand DigiLocker's footprint across sectors such as education, BFSI, transport, health, telecom, and citizen services.
- Identify new use cases, integration opportunities, and ecosystem partners.
- Contribute to policy consultations, DPR/evaluation documents, growth frameworks, and project expansion roadmaps.

4. Pre-Sales Support & Solutioning

- Act as the primary point of contact for pre-sales activities including requirement collection, solution mapping, and stakeholder consultations.
- Prepare functional presentations, solution documents, concept notes, and integration proposals for DigiLocker, UMANG, and other NeGD platforms.
- Work with product and technical teams to define API workflows, integration models, and technical feasibility.
- Support in preparing RFP content, technical write-ups, proposals, and evaluation documents.

5. Coordination & Collaboration

- Work closely with technical, product, operations, and legal teams for solutioning and onboarding support.
- Collaborate with communication & outreach teams for awareness campaigns and partner engagement initiatives.
- Support in developing dashboards, reports, case studies, and success stories.

5. Monitoring, Documentation & Reporting

- Maintain updated records of all engagements, pipeline progress, onboarding status, and integration timelines.
- Prepare weekly/monthly progress reports, presentations, and MIS updates for senior leadership.
- Track KPIs such as partner conversions, integration completion, active use cases, and adoption metrics.

Required Skills & Qualifications

- Bachelor's degree in engineering, IT, Business, or related field; MBA preferred.
- 5–10 years of experience in business development, government advisory, IT consulting, or stakeholder management.
- Strong understanding of digital platforms, APIs, SaaS, cloud services, and e-governance ecosystem.
- Experience in government/PSU engagement, large-scale adoption programs, or digital public infrastructure is highly desirable.
- Excellent communication, presentation, and documentation skills.
- Ability to work with cross-functional teams and handle high-level stakeholder interactions.

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. NeGD reserves the right to fill all or some or none of the positions advertised without assigning any reason as it deems fit.
3. The positions are purely temporary in nature for the project of NeGD/DIC and the appointees shall not derive any right or claim for permanent appointment at NeGD/DIC or on any vacancies existing or that shall be advertised for recruitment by NeGD in future.
4. NeGD reserves the right to terminate the appointments of all positions with a notice of one month or without any notice by paying one month's salary in lieu of the notice period.
5. The designation of the selected candidates shall be mapped as per the existing designation policy of NeGD.
6. In case of a query, the following officer may be contacted:

HR Team

National e Governance Division, 4th Floor, Electronics Niketan, 6-
CGO, Complex Lodhi Road, New Delhi – 110003
Email: Negdhr@digitalindia.gov.in