

Regional Lead – Fixed Term (1 Year Contract role)

Solutions Team | Maharashtra/Mumbai (regional base), with regular travel to ARF HQ, Kanpur |

About Airawat Research Foundation

India's cities produce most of the country's wealth and hold most of its future, yet the work of running them has grown more complex than the tools built for it. Over the last two decades, India has done real work to close that gap. We have digitised records, built the rails for identity, payments, and services, and brought governance onto a foundation that reaches people at scale. That groundwork is what makes the next step possible. The technology available today, and the technical depth India now has to use it, let us build on that foundation and carry it into its next age.

We envision an India where every city, whatever its size, can see clearly where it stands and act with confidence from there: from records it can trust, to revenue that funds its own work, to services that hold up day to day, streets that don't flood, air that's breathable, complaints that actually close, to risks caught before they become losses, and finally to cities that plan and compete as the economic engines they already are.

What we want is to help decision makers make better decisions, grounded in data. We draw on the sources already available, and we build new ones where they are missing. On top of that, we help them see the implications of a decision before they act on it. Once a decision is taken, its impact can be measured, so that governance can be recalibrated and improved, city by city, across the country. This is a country that knows its own challenges, knows its own strengths, and builds technology suited precisely to both.

No one organisation can do this alone, and ARF sits at the centre of a network built for it. Anchored in India's public research institutions, with IIT Kanpur at its core and a wider circle of researchers at IIT Delhi, IIT Gandhinagar, Princeton, Carnegie Mellon, and others, we bring deep intellectual capital to the problem. Around that, we work with partners who specialise in implementation, with enterprises and startups bringing emerging technology to the work of making cities governable and sustainable, and with nonprofits who contribute data and the on-the-ground presence that helps cities grow.

Together, we turn research and innovation into what cities can use, and cities' problems into research and innovation worth pursuing. Our role is to make each step of this work more affordable, faster, and more certain. We do it through open frameworks, shared platforms, and measurement cities can trust, so that states, cities, researchers, companies, and civil society can all build on the same foundations, and what works in one city comes within reach of a thousand.

We succeed when cities do better, and when they can measure that they have.

The AI Centre of Excellence for Sustainable Cities

The AI Centre of Excellence (CoE) for Sustainable Cities is the technical and delivery engine inside ARF that turns this vision into working software and infrastructure. It spans Solutions teams embedded in state governments, Product teams building the platform's core modules (Property, Finance, PGR, VMS, Air Quality), Data Engineering teams processing satellite, sensor, and administrative data at city scale, Quality Assurance, a Platform team running the underlying infrastructure, and a Research team pushing the frontier of what's possible. This role sits within that CoE.

Role Overview

Cities plan and compete as the economic engines they already are only once the government running them can trust its own data and act on it with confidence. As Regional Lead for Uttar Pradesh, you make that real for one of India's largest states — turning ARF's urban stack from a platform into governance officials rely on daily, and building the trust that lets adoption spread from one department, and one city, to the next.

What We're Looking For

- Experience working on products in the impact, GovTech, or public-sector space is a strong plus
- Familiarity with India's digital public infrastructure (DPI) ecosystem — Aadhaar, UPI, account aggregators, or similar shared-rails platforms — is a plus
- Comfort navigating state and municipal government processes, procurement, and timelines
- A genuine interest in Indian cities and public systems, not just the technology
- Comfort working with ambiguous, incomplete, or messy government data and processes, with a bias toward unblocking progress in the field
- Alignment with ARF's mission: helping cities see clearly where they stand, act with confidence, and measure the impact of what they do

Key Responsibilities

- Own end-to-end delivery and adoption of ARF's city-governance AI platform across government accounts in Uttar Pradesh
- Serve as the primary point of contact with senior state and municipal officials, building trust and unblocking adoption
- Lead the region's State Lead/Business Analyst and Forward Deployment Engineer, setting priorities and ensuring on-ground execution
- Translate government priorities and constraints into product and delivery requirements, working closely with Product and Data Engineering
- Track adoption, usage, and impact metrics for the region and report progress to ARF leadership
- Identify new use cases and expansion opportunities within the state

Required Qualifications

- 5–8 years in government/public-sector account management, consulting, or program delivery
- Substantial project management and client-interfacing experience, with the proven ability to understand and deploy products or projects end to end
- Demonstrated experience managing relationships with state or municipal government departments
- Ability to track project and product deployment against goals, and course-correct in the field
- Prior exposure to GIS, GovTech, or PropTech platforms strongly preferred
- Based in or willing to relocate to Uttar Pradesh
- Fluent in Hindi and English; comfortable operating across both government and technical stakeholders

Location

Maharashtra with regular travel to ARF HQ, Kanpur