

IITI DRISHTI CPS Foundation
(A Section 8 - Not for profit Company)

Advt. No. – IITI-DRISHTI-CPS/Sec – 8/2024/10

Date: 22 Aug 2024

Advertisement for the post
VP/AVP- Commercialization and Startup Programs

IITI DRISHTI CPS Foundation, a Technology Innovation Hub (TIH) nestled within IIT Indore, is setup to support innovation. Backed by the Department of Science and Technology and championing the National Mission on Interdisciplinary Cyber Physical Systems, our mission is to: catalyze technology development and commercialization, nurture startups, and empower minds through cutting-edge skilling and upskilling programs.

Position: VP/AVP- Commercialization and Startup Programs

Job Description: Seeking a senior professional experienced in Technology startup support. Required skills include program design, effective communication, collaboration, organizational management, and financial acumen. Empathy for startups is essential. Desired expertise in developing sustainable support, investment, and exit strategies, fostering long-term partnerships.

Key Responsibilities:

- **Strategy Development:** Shape the roadmap for startup onboarding and support, from product development to market entry and growth.
- **Startup Funding:** Facilitate startup funding, including equity negotiations and IP rights. Support follow-on funding rounds and external fundraising efforts.
- **Market Analysis:** Conduct comprehensive market research to identify trends, competitor activities, and customer needs. Ensure the company maintains a competitive edge through informed decision-making.
- **Opportunity Identification:** Evaluate potential business opportunities, partnerships, and alliances that align with the company's strategic direction.
- **Relationship Building:** Cultivate strong relationships with industry stakeholders, clients, partners, and investors. Enhance the company's brand and market presence through effective networking.
- **Collaboration:** Work closely with cross-functional teams (Marketing, Sales, Product Development, Technology Commercialization, Finance) to execute business development initiatives seamlessly.
- **Team Leadership:** Manage and mentor a high-performing team. Provide guidance, coaching, and support to ensure individual and collective success.

Qualification and Job Requirement:

- Qualification: Bachelor's Degree with relevant experience. Master's Degree preferred in Engineering, Sciences or Management
- Experience: 5 or more years of relevant experience. Experience criteria can be relaxed if candidate has been a founding members of a Tech first startup
- The candidate should be willing to travel extensively.
- Effective communication is a must.
- Demonstrated leadership and organizational skills.

How to apply: Interested candidates may [click here](#) to apply.

Compensation: As per industry standards

Additional Perks: Incentives based on performance.

Note: Only shortlisted candidates will be called for a written test/interaction/interview. Mere fulfillment of the eligibility criteria does not entitle an applicant to be shortlisted. All the applications will be thoroughly evaluated for suitability with the company's requirements. The company reserves the right to not fill up /cancel the post advertised without assigning any reason. In case of selection the role will be finalized by the selection panel and the decision will be binding. The position is contractual initially for one year, full time in nature and subject to periodic performance reviews.