

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

Advt. No. – IITI-DRISHTI-CPS/Sec – 8/2024/07

Date: 19 July 2024

**Advertisement for the post of Deputy Manager / Manager -Business Development**

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.

**Job Summary**

The Business Development Manager is responsible for identifying and pursuing new business opportunities to drive growth and expand the foundation's market presence.

**Key Responsibilities**

1. Research and Identification:

- Conduct thorough research to identify potential funding sources, including government agencies, foundations, and private organizations.
- Stay updated on grant opportunities, eligibility criteria, and application deadlines.

2. Proposal Writing:

- Draft, review, and submit high-quality grant proposals, letters of intent, and supporting documents.
- Ensure proposals align with the organization's mission, goals, and strategic priorities.
- Develop clear, compelling, and persuasive narratives that effectively communicate the organization's needs and impact.

3. Collaboration:

- Work closely with senior management, project managers, and other staff to gather necessary information and data for proposals.
- Coordinate with finance and administrative departments to ensure accurate budget proposals and compliance with financial guidelines.

4. Market Research and Analysis:

- Conduct market research to identify new business opportunities and market trends.
- Analyze competitor activities and industry trends to inform strategic planning.

5. Lead Generation and Networking:

- Identify potential clients and partners through various channels, including networking, cold calling, and industry events.
- Build and maintain a robust pipeline of opportunities.

6. Relationship Management:

- Develop and maintain strong relationships with key clients, partners, and stakeholders.
- Understand client needs and tailor solutions to meet their requirements.

7. Proposal and Contract Management:

- Prepare and deliver compelling proposals and presentations to potential clients.
- Negotiate terms and conditions, close deals, and ensure smooth contract execution.

8. Reporting:

- Monitor and report on the effectiveness of business development activities.

- Provide regular updates to senior management on progress and performance against targets.

**Essential Educational Qualifications**

- Bachelor's degree in engineering/science, Marketing, or a related field.
- A Master's degree in business is preferred.

**Experience**

- Minimum 2 years of experience in business development, sales, or a related field.
- Proven track record of achieving sales targets and driving business growth for deep tech solutions or social impact organizations.

**Skills**

- Strong business acumen and strategic thinking.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to build and maintain strong relationships with clients and stakeholders.
- Proficiency in CRM software and Microsoft Office Suite.
- Self-motivated, goal-oriented, and able to work independently.

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

**Work Environment:**

Office-based. May require occasional travel to meet with startups or attend industry events and conferences.

**Compensation:** As per industry standards.

**Note:** Only shortlisted candidates will be called for a written test/interaction/interview. Mere fulfilment 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.