

IITI DRISHTI CPS Foundation

(A Section 8 - Not for profit Company)

Advt. No. – IITI-DRISHTI-CPS/Sec – 8/2023/07

Date: 27 Sep 2023

Advertisement for the post of

AVP, Sr. Manager, Manager in Technology Business Development

Job Description:

Strengthen the Technology Business Development and Technology Commercialization at IITI DRISHTI CPS Foundation. The candidate(s) will be responsible for all aspects of Technology Commercialization, Startup Incubation and growth including attracting quality technology projects and startups; designing and running programmes to support research commercialization and startups, identifying, and applying for various schemes of the state and central governments, connecting with angel investors and large businesses, marketing, networking, and customer services.

Should be able to do effective communication, collaboration/partnership, organizational development, and planning. General management (financial and administrative) skills. Experience in crafting and executing a comprehensive business development strategy to drive revenue growth and foster long-term partnerships for self-sustainability.

Key Responsibilities:

- **Strategy Development:** Collaborate with the executive team to define and implement a robust business development and Technology Commercialization strategies aligned with the company's overall goals and objectives.
- **Project and Startup Funding:** Support in project and Startup Funding, negotiation for equity and IP rights, support for follow on and external fund raising from other external sources.
- **Market Analysis:** Conduct thorough market research and analysis to identify emerging trends, competitor activities, and customer needs, ensuring the company maintains a competitive edge.
- **Opportunity Identification:** Identify and evaluate potential business opportunities, partnerships, and alliances that align with the company's strategic direction, presenting detailed recommendations to senior management.

- **Relationship Building:** Cultivate and nurture strong relationships with key industry stakeholders, including potential clients, partners, and investors, to enhance the company's brand and market presence.
- **Negotiations:** Lead negotiations and contract discussions with prospective clients and partners to secure mutually beneficial agreements that drive business growth.
- **Pipeline Management:** Develop and manage a robust sales pipeline, tracking leads, opportunities, and conversions, while maintaining accurate and up-to-date records in the CRM system.
- **Collaboration:** Work closely with cross-functional teams, including Marketing, Sales, Product Development, and Technology Commercialization, Finance, to ensure seamless execution of business development initiatives.
- **Metrics and Reporting:** Monitor and analyze key performance indicators (KPIs) to measure the effectiveness of business development efforts, Technology Commercialization efforts, providing regular reports and insights to the executive team.
- **Team Leadership(For senior role):** Manage and mentor a high-performing team of business development professionals, and Technical Team providing guidance, coaching, and support to ensure individual and collective success.

Qualification and Job Requirement:

- **Qualification:** Master's Degree in Engineering or Sciences or Bachelor's Degree in Engineering or Sciences with relevant experience
- **Experience:** For Manager 3+ years of experience, Sr Manager and AVP: 5+ years of experience
- The candidate should be willing to travel extensively.
- Effective communication is a must.
- Demonstrated leadership and organizational skills.

How to apply: Interested candidates may fill out the google form via link given below:
<https://forms.gle/i275gKAcjZoZBHwW9>

Compensation: As per industry standards

Additional Perks: Incentives based on performance.

Tenure: Initially 1 years (renewable 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. The position is on a contract basis initially for one year. The contract may be extended based on the requirement of the company and the performance of the candidate.