

## Advertisement for the Post of General Manager - Business Development

### About the Company

Indian Institute of Technology Tirupati (IITT) has established the IIT Tirupati Navavishkar I-Hub Foundation (IITTNiF) to facilitate the Technology Innovation Hub (TIH) on Positioning and Precision Technologies (PPT) approved by the National Mission on Interdisciplinary Cyber-Physical Systems (NM-ICPS) and coordinated by the Department of Science & Technology (DST), Government of India. The Company will be initially supported by the DST for five years, following which it should generate revenue to continue with its functions. The Company aims to create a strong foundation and a seamless ecosystem to promote knowledge generation, translation research, technology and product development, human resource development, innovation and commercialization standards and international collaborations in PPT.

### About IIT Tirupati

IIT Tirupati is one of the twenty-three IITs created by an Act of Parliament as Institutes of national importance. Our objective is to nurture scientists and technologists of the highest calibre who would engage in research, design, and development to help build India towards self-reliance in her technological needs. IITT started functioning in 2015 and is amongst the youngest premier institutes in the nation. Since its inception, IITT has engaged in providing meaningful education in engineering and science while conducting original research of the highest standard. The Institute boasts of a sprawling 548-acre campus with a dedicated 19-acre space earmarked to establish Research Park and Innovation Hubs.

### Job Description

Position	General Manager - Business Development
Company	IIT Tirupati Navavishkar I-Hub Foundation (IITTNiF)
Section	Business Development
Location	IIT Tirupati, Yerpedu Post, Tirupati District, A.P. - 517619

Scope of the job	<p>The General Manager-Business Development will be responsible for the following:</p> <ul style="list-style-type: none"> <li>● Partner with companies willing to invest in Positioning and Precision technology (PPT). Technology development and commercialization, developing alliances and partner ecosystems and assessing market opportunities and needs.</li> <li>● Establish a revenue-driven business development strategy and own it. create impactful proposals by researching the market, documenting best practices, integrating specialized solutions, and conducting performance analysis for senior management.</li> <li>● Develop and implement organizational business development and fundraising strategies and processes.</li> <li>● Build and support the development of impactful proposals for CSR projects with corporates and donor organisations</li> <li>● Maintain and develop brand image and visibility via all current channels, be it online, social media, events etc.</li> <li>● Responsible for finding, generating and qualifying new leads.</li> <li>● Partner identification and coordination for tools hosting and other services.</li> <li>● Instrumental in business case preparation for large deals</li> <li>● Maintain oversight for overall partnership deliverables, as well as operational, financial, and impact reporting.</li> <li>● Maintain regular communication with all partners to receive feedback and ensure stakeholder goals are being met.</li> <li>● Explore additional areas of engagement and ensure longevity in working with partners.</li> <li>● Conduct research to identify new markets and customer needs.</li> </ul>
Qualification	<ul style="list-style-type: none"> <li>● First class degree: preferably B. Tech/B. E/M. Sc/MBA from recognized universities/institutes of repute with a good track record</li> </ul>
Desirable	<ul style="list-style-type: none"> <li>● Knowledge in GIS, Remote Sensing, GPS</li> <li>● International exposure to S&amp;T innovation, fund management, exposure to varied systems of funding agencies, and technical and business operations in an S&amp;T innovation.</li> <li>● Deep interests in Business Development for technologies, technology management, and operational efficiency - Confident and dynamic with an ability to work under strict timelines, operational efficiency and diligent attitude</li> <li>● Continuous learner and a self-starter</li> </ul>
Experience	<ul style="list-style-type: none"> <li>● Minimum ten years of relevant experience</li> </ul>

Requirement	<ul style="list-style-type: none"><li>• Excellent written and verbal communication skills</li><li>• Good interpersonal, facilitating, and influencing skills to engage a broad spectrum of external and internal stakeholders.</li><li>• Independent thinker with a hands-on attitude who is resourceful, numerate, and analytical.</li><li>• Has an open mindset attuned to the organisation's evolving business needs and dynamism.</li><li>• Time-management skills</li></ul>
Compensation	Gross Salary Rs.90,000.00 – Rs.1,20,000.00 P.M.
Tenure	Initially, two years (Renewable based on annual performance/appraisal).
Age	Preferably less than 50 years.
Termination	It is a temporary position, and the employee's service shall be liable to disengage during the tenure at any time by notice in writing given either by the employee to the Appointing Authority or by the Appointing Authority to the employee. The period for such information shall be three months. The Company may withdraw, modify or discontinue any position at any time with the BOD's approval.
Last date	On or before Oct 4 <sup>th</sup> 2023.
<ul style="list-style-type: none"><li>• To Apply: <a href="https://forms.gle/MBRKCGNWLMjWX7P98">https://forms.gle/MBRKCGNWLMjWX7P98</a></li><li>• Shortlisted candidates will be informed through email for the interviews. TA/DA will be given to the candidates if called for the interview at IIT Tirupati (2AC train and economy airfare)</li><li>• The candidate must also bring the original certificates and supporting documents for verification during interviews.</li></ul> <p><b>IITNiF reserves the right to change the cut-off qualifications and experience for calling the candidates for an interview.</b></p> <p><b>For any queries, please write to <a href="mailto:recruitment@iitnif.com">recruitment@iitnif.com</a>.</b></p>	