

IITI DRISHTI CPS FOUNDATION
(A Section 8 - Not for Profit Company)
Rolling Advertisement

Advt. No. – IITI-DRISHTI-CPS/Sec-8/2023/03

Date: 09 May, 2023

Position: Business Development Manager and Portfolio Manager (Startup)

Company: IITI DRISHTI CPS Foundation

Location: IIT Indore Campus, Simrol, Indore, MP, India, 453552

About the Company:

IITI DRISHTI CPS Foundation (DRISHTI CPS) was established at IIT Indore as a Technology Innovation Hub (TIH) for System Simulation, Modeling, and Visualization under the aegis of the National Mission on Interdisciplinary Cyber-Physical Systems (NM-ICPS). The hub is being supported by the Department of Science & Technology, Government of India. More details about the company are available at: <http://drishticps.iiti.ac.in/>

Business Development Manager

Build relationships with corporate, government & international collaborators working in the field of technology development, skilling, startup, livelihood generation, improvement in urban & rural landscapes.

Job Description:

- Develop organizational business development and fundraising strategies and processes to establish and implement revenue-driven business development goals.
- Partner with companies willing to invest in technology development and commercialization, developing alliances and partner ecosystems.
- Create impactful proposals by researching the market, documenting best practices, integrating specialized solutions for CSR projects with corporates and donor organizations.

Minimum Qualifications and Experience:

- Master's degree with minimum 5 years OR bachelor's degree with minimum 7 years relevant experience of business development and fundraising for non-profits.

Required Expertise:

- Good interpersonal, facilitating, and influencing skills to engage a wide spectrum of external and internal stakeholders.
- Professional proposal, presentation, and grant drafting skills.
- Able to conceptualize, work independently, resourceful, numeric, and analytical with a - hands-on-disposition. Has an open mindset that is attuned to the evolving business needs and dynamism of the organization.

Portfolio Manager (Startup)

Roles & Responsibilities

- Support for onboarded Startups
- Coordination during Program execution for mentoring and investor connects
- Documentation with Startups
- Track Startup progress

Minimum Qualifications and Experience:

Graduate Degree in Science/Technology/Management

Experience of working in the startup ecosystem as Incubator/Angel/VC team member

Skills Required:

- Ability to connect with startups, and mentors and understand evolving startup business sectors.
- Excellent in presentation and communication skills

Compensation- As per industry standard

(**Note:** Salary will be based on experience and performance during the interview)

Interested candidates may [click here](#) to submit the application.

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. 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.