

IHUB ANUBHUTI-IIITD FOUNDATION

(A Section 8 Company Promoted by IIIT-Delhi)

Adv. No.: iHub/Anubhuti/2023/Hiring/01

Date: 05/01/2023

Advertisement inviting applications for the ‘Head (Business Development)’

IHUB ANUBHUTI-IIITD FOUNDATION hereafter referred to as iHub-Anubhuti, is a Section-8, Not-for-profit Company at Indraprastha Institute of Information Technology Delhi (IIIT-Delhi) under the National Mission on Interdisciplinary Cyber-Physical Systems (NM-ICPS) of the Government of India. It is a Technology Innovation Hub supported by the Department of Science and Technology (DST), Govt. of India. iHub-Anubhuti has been set up to create a collaboration between industries, academic institutions and government agencies to innovate and develop data-driven Cognitive Computing solutions.

The iHub-Anubhuti is a Hub of Research, Entrepreneurship, and Innovation in the area of Cognitive Computing & Social Sensing.

The iHub-Anubhuti is looking to hire an individual for the **Head (Business Development)** position and invites applications for the same.

Job Title: Head (Business Development)

No. of post: One (01)

Summary of the Job Profile:

- Lead and drive business development activities with the primary responsibility of proposing iHub-Anubhuti’s innovative technologies, Intellectual Property (IP) assets and solutions that solve customer problems across various sectors in India and globally. The position offers a bridge role between innovative technology and client requirements, while working with iHub-Anubhuti’s teams (i.e. project technical leaders, startups - funded by iHub-Anubhuti, etc.).
- The role requires an ability to understand client requirements, propose solutions that leverage iHub-Anubhuti’s technologies and IP assets, demonstrate value over competing solutions and prepare proposals, leading to signed deals and revenue generation for iHub-Anubhuti. The role also involves creating awareness about different market requirements within iHub-Anubhuti, so that projects and investments of iHub-Anubhuti are better aligned with specific market needs.
- The role requires working closely with iHub-Anubhuti’s teams from both technical and solutions perspectives.

Job responsibilities include, but are not limited to the following:

- Help in market identification, pipeline development, and assessment of business opportunities with target clients, which are selected based on proactive market screening, targeting, and business analysis.
- Build market insight and act as an in-house expert on the market feasibility of specific technologies; build business models to take selected technologies to market.
- Achieve a high level of understanding of iHub-Anubhuti's innovative technologies, IP assets and solutions; and identify unique value-proposition and competitive differentiation.
- Work with clients and iHub-Anubhuti's teams on client proposals; such as POCs, RFIs, RFPs, etc.
- Propose innovative solutions across iHub-Anubhuti's focused sectors (Healthcare, Legal, Education, and Sustainability), which would provide unique value to clients.
- Explore funding opportunities for iHub-Anubhuti and its ongoing technical projects through CSR funds, Central, and State Government schemes, etc.
- Demonstrate thought leadership and be known for understanding client requirements.
- Ensure compliance with engagement procedures, IP guidelines, and legal and financial requirements, as per guidelines adopted by iHub-Anubhuti.
- Depending on the volume of deals, build a team of Business Development Executives to meet annual revenue-generation targets.
- Key measurements of performance: strong contribution in contract signings, revenue generation, and fundraising; business development metrics such as pipeline of well-qualified deals, market identification, building C-level relationships in client organizations, proposals submitted, etc.
- Other related work as assigned.

Skill Sets, Knowledge and Experience

- **Educational qualifications: Bachelor of Engineering in CSE/IT/ECE with MBA; preferably IIT & IIM**
- **Experience:** 8+ years – a combination of business and technology, with recent experience in business development or technology consulting.
- Strong communication skills – written and oral.
- Potential of strong business acumen, negotiation skills and experience in successfully signing significant deals.

Desirable:

- Experience working with large Indian clients.
- Experience with technologies related to Cognitive Computing and Social Sensing.
- In-depth knowledge about one or more technology solutions related to Healthcare, Legal, Education and Sustainability.
- Some project experience to manage engagements, to successfully target repeat business.

Compensation, Tenure and other details:

In the range of INR 17-20 Lakh annual CTC depending on experience and Incentives based on achieving targets mutually agreed upon. It will be a contractual position with an initial period of appointment of two (02) years, extendable based on performance. There will be an initial probation period of 6 months.

General Instructions:

1. iHub-Anubhuti reserves the right to restrict the number of shortlisted candidates for the further recruitment process on the basis of qualification and experience, etc.
2. iHub-Anubhuti also reserves the right to reject any or all applications without assigning any reasons.
3. Eligibility of a candidate to the post will not automatically mean that he/she will be shortlisted and called for the further recruitment process. No request in this regard will be entertained for review etc.
4. Shortlisted candidates will be informed for further recruitment process through registered emails only.
5. The selected candidate will be expected to join within a month from the date of the Offer of Appointment.

How to Apply:

Interested candidates may apply on the [Application Form](#) with an updated CV. This is a rolling advertisement until the specific project requirements are met. Only shortlisted candidates shall be called for the further recruitment process. Decision of the management for the shortlisting and selection will be final.