

**FOUNDATION FOR INNOVATION AND TECHNOLOGY TRANSFER  
(FITT)**

Advt. Ref. No. FT/11/2019

Date: 15<sup>th</sup> January, 2019

**Vacancy Notification**

Applications are invited from experienced, qualified, and competent persons for the post of Senior Manager - Technology Transfer.

Interested candidate may apply in confidence with a CV covering educational & professional qualification, work experience, contact details, references etc in the attached application format. Also fill your particulars in the excel format available at [www.fitt-iitd.org](http://www.fitt-iitd.org) and email to [uttam.fitt@gmail.com](mailto:uttam.fitt@gmail.com). Completed application in sealed envelope *subscribing* "Application for the post of " Sr. Manager –Technology Transfer" must reach the **Managing Director, Foundation** for Innovation and Technology Transfer, Indian Institute of Technology, New Delhi -110016 by 26<sup>th</sup> January, 2019.

**Job Title: Senior Manager - Technology Transfer**

**Job Description:**

Foundation for Innovation and Technology Transfer (FITT) offers an opportunity to manage commercialization of Patents and other IPs. The ideal candidate must possess an impeccable level of integrity as the role involves access to sensitive trend setting technology developments.

The role reports to the MD and is critical to the organization in meeting its objective towards research translation, and successful market introduction of new products and processes from IIT Delhi. A high-level techno-commercial acumen is required to identify and negotiate potential applications of new technology. The person shall be aligned with the IP management function.

**Job Profile:**

1. Communication with the originators of patents in IIT Delhi to grasp the unique value proposition that the new technology offers. When needed, to be able to assist / push them for proof of concept.
2. Assess and exploit market opportunity based on above.
3. Connect with industry at the level of R&D leaders, CEOs, MDs and other Venture Fund operators. In this role the candidate must possess the needed personality traits to generate needed confidence and trust. The person must possess the ability to keep the core technology confidential until the commercial deal is formally signed.
4. Create partnerships between Industry and IIT Delhi faculty for generating wealth based on breakthrough research resultants.

Initial appointment will be for 3 years on contract (renewable on merit / performance). Though negotiable, the right candidate can expect annual CTC upwards of Rs 15 Lakhs.

**Qualifications, Experience and Knowledge:**

Essential:

- a) Graduate in Mechanical, Electrical or Electronics Engineering from one of the higher ranked Institutes / Universities
- b) More than 10 Years of Product development experience with a demonstrated track record of managing the product development cycle from concept to market
- c) Experience as an R&D or innovation center lead with a strong interface to Manufacturing, Quality and Marketing
- d) Acumen for identifying high impact and market ready innovations
- e) Ability to interface with high IQ and busy academicians.
- f) Ability to manage multiple tasks and work under pressure

Desirable:

- a) M. Tech or Ph.D. in a core engineering discipline as above from a top ranked (NIRF/QS/THE) Institute / University
- b) Technology development and Transfer experience in highly regarded organizations / industry.
- c) Proficient knowledge of the Patent processes globally and in India

**AGE:** Preferably less than 45 years

(K. K. Roy)  
Chief Operating Officer