

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

Advt. Ref. No. FT/11/2017
Date: 27-09-2017

Vacancy Notification

Applications are invited from experienced, qualified and competent persons for the following positions:

1. Business Development Manager (one)
2. Technology Development Manager (one)

Interested candidate may apply in confidence with a CV covering educational & professional qualification, work experience, contact details, references etc. Also fill your particulars in the excel format available at www.fitt-iitd.in and send it to email ID- uaswal@gmail.com. Completed application in sealed envelope *subscribing* "Application for the post of" must reach the **Managing Director, Foundation for Innovation and Technology Transfer (FITT) Indian Institute of Technology Delhi, Hauz Khas, New Delhi – 110016 by 18th October, 2017.** Only shortlisted candidates shall be contacted for interviews.

Vacancy Details

1. JOB TITLE :	Business Development Manager
COMPENSATION:	Up to Rs. 75,000/- pm (consolidated); provision for campus accommodation at Sonipat
TENURE :	Initially 1 year service contract. Extendable on performance / potential.
POSTING :	Sonipat
EXTERNAL LIAISON	Industry, Institute Alumni, R&D Organisations and Public bodies;
AGE	Preferably less than 40 years

JOB PROFILE :

1. Provide support in bids for relevant turnkey / research projects, and to bring in external / industrial R&D opportunities to the Institute. Write proposals.
2. Actively engage with the Institute Alumni for corporate memberships and collaborations.
3. Contribute in resource mobilization and industry events
4. Develop business opportunities for and manage Convention facilities at Sonipat campus of IIT Delhi

The job involves extensive mobility, and entails measurable and impactful targets.
The Job description is not exhaustive and the post holder may be required to undertake other duties.

Qualifications and Experience:

A post graduate management degree from a premier Institution.
More than 5 years' work experience in most or all of the following :

- Commercial roles in a corporate organisation with a scientific focus.
- An understanding of the academic environment and research contracts
- Experience in resource mobilization
- Facility management
- Operations / Marketing / Finance

The candidate, is expected to possess the following attributes :

- Ability to interface between industry needs and academic research
- Strong relationship and communication (including drafting) skills
- Ability to prioritise with strong delivery focus
- Self-driven, ability to work with min. supervision and manage parallel projects
- Proficient in computer usage / automation.

2. JOB TITLE : Technology Development Manager

COMPENSATION: Up to Rs 80,000 pm (consolidated)

TENURE : Initially 1 year service contract. Extendable on performance / potential.

INTERNAL LIAISON: Institute Academics

EXTERNAL LIAISON : Industry, Entrepreneurs, Financial entities etc.

AGE : Preferably less than 40 years

JOB PROFILE :

The purpose of this role is to introduce design thinking and technology development systems amongst academic (faculty & student) innovators. The person shall devise / adopt credible benchmarking processes towards product development. Leveraging the existing IPR, Tech Transfer and business incubation set-ups at FITT, the person is expected to address critical gaps in R&D delivery, product management, research spin-offs / licensing and strategic development ventures.

The job entails impactful and measurable targets.

The Job description is not exhaustive and the post holder may, from time to time, be required to undertake other duties, which may broadly be in line with the above key responsibilities.

Qualifications, Experience and Knowledge :

Essential : Degree in an Engineering / Technology discipline

Desirable : Higher level degree eg M. Tech. / Ph.D.

Minimum 5 years for M. Tech. / Ph.D. holders and about 10 years for other candidates in most or all of the following :

- Research Translation
- Product Management
- Industrial R&D.
- MVP practices
- Quality protocols
- University TTO / Start-ups

The candidate is strongly expected to possess the following attributes :

- Commercial and relationship acumen. Communication proficiency.
- Computational and strong IT skills. Technical writing.
- Ability to prioritise, with a strong delivery focus
- Self-driven, ability to manage parallel tasks.



(K. K. Roy)

Chief Operating Officer