

**Advertisement for the post of INCUBATOR MANAGER for
Atal Incubation Centre - IIM Nagpur Foundation for Entrepreneurship
Development (AIC-INFED), hosted & promoted by
INDIAN INSTITUTE OF MANAGEMENT NAGPUR**

IIM Nagpur/AIC-INFED/2023-24/Advt.-02

Date: 28th April 2023

About **Atal Incubation Centre** under the aegis of **Atal Innovation Mission, NITI Aayog**:

Atal Innovation Mission (AIM) is the Government of India's endeavor to promote a culture of innovation and entrepreneurship. Its objective is to serve as a platform for the promotion of world-class Innovation Hubs, Grand Challenges, Start-up businesses, and other self-employment activities, particularly in technology-driven areas.



Under its core objectives, AIM intends to support the establishment of new incubation centers called Atal Incubation Centres (AICs) that would nurture innovative start-up businesses in their pursuit to become scalable and sustainable enterprises. Along with AICs, AIM shall also provide scale-up support to a few distinguished incubation centers in the country. These incubation centers, referred to as Established Incubation Centers (EICs) have already been in existence, but AIM intends to further catalyze their performance by providing them with scale-up support.

About **AIC-IIM Nagpur Foundation for Entrepreneurship Development (AIC-INFED)**:

The Atal Incubation Centre - IIM Nagpur Foundation for Entrepreneurship Development (AIC-INFED) is the business incubator and regional innovation organizer promoted and hosted by the Indian Institute of Management Nagpur (IIM Nagpur), an Institute of National Importance. The AIC-INFED is a strategic initiative for the Indian Institute of Management Nagpur (IIM Nagpur) catering to the vision of being an entrepreneurial institute. We intend to play a crucial role in bringing together the three most important pillars of the triple helix of innovation i.e. Industry – Academia – Government. The AIC-INFED endeavors to catalyze regional and national economic development. It aims to channel

efforts toward new enterprise creation by emerging as an inclusive platform for aspiring and existing entrepreneurs. The AIC-INFED intends to promote an entrepreneurial and innovative mindset among youth, women, and other sections of society.



The AIC-INFED enables entrepreneurial ambitions among individuals and groups via the business management expertise of its Advisors, Mentors, Coaches, and Trainers. The AIC-INFED focuses on capacity building of aspiring and existing entrepreneurs by organizing workshops, masterclasses, 1-on-1 mentoring sessions, and a host of other activities. We also facilitate the participation of startups in networking events and access to the market. We have collaborated with a number of active Entrepreneur Support Organizations (ESOs), Technical Institutes, and Research and Development organizations at regional, state, and national levels. These collaborations present an unparalleled opportunity for the incubated startups at the AIC-INFED to create a compelling value proposition for themselves.

Job Title: Incubator Manager

Job Description: The Incubator Manager at AIC-INFED will lead the incubation activities reporting to the CEO of AIC-INFED. The Incubator Manager, AIC-INFED will be responsible for the achievement of Goals and Deliverables for the incubated startups under the AIC-INFED and for the creation of an entrepreneurial and innovation ecosystem. The **Incubation Manager's** role is all about evaluating, supporting, and evangelizing Innovation and Impact focused startups developing technologies, products, and services.

- Actively network and build a pipeline of innovative enterprises for the program through building strategic partnerships with various stakeholders focusing across sectors;
- Lead / Conduct preliminary assessment and detailed due diligence (business, financial and legal) on companies that fit with AIC-INFED's investment mandate. Conduct

secondary research on market opportunities and study the competitive landscape for prospective companies;

- Assessment of key inputs such as technology and business needs in various settings, the size of the problem, opportunities, and the scale of the impact along with risks in business, and technologies employed by companies. This includes identifying which business and technical experts need to be consulted; building and maintaining a network of them;
- Build detailed business assessment including alignment with an investment thesis, size of the opportunity, anticipated return on investment, and understanding of business risks and opportunities. Includes preparation of exit strategies and provides detailed investment theses to members of the Investment Committee. Preferably must have experience in Term sheet negotiations and transaction structuring;
- Identify investment priorities and strategy based on First-hand assessment and understanding of the largest gaps in low-resource settings;
- Actively manage and support health portfolio companies. Identifying the key operational and strategic risks in their businesses as well as strategies to mitigate these risks;
- Add value to existing portfolio companies, including strategic advisory support to entrepreneurs on operations, with resources relevant to the challenges they are facing such as introductions to mentors, investors, and potential partners;
- Develop tools and analytics/dashboards to analyze trends as well as support the portfolio companies. Present gaps, make recommendations, monitor the progress of the business and support the portfolio companies. Work closely with the entrepreneurs and use tools and interventions appropriately;
- Collaborate with Investor Relations, Finance, and Compliance teams for managing the investment management operations, and preparing investor reports and board presentations on a periodic basis. Keep all market connects for supporting the exit/follow-on investment for portfolio companies;
- Support AIC-INFED's other activities to build the entrepreneurship and innovation ecosystem at the region, state, and at national levels.

Macro KRAs:

1. Incubation management at AIC-INFED – 80%
2. Business Development for AIC-INFED – 20%

Minimum Essential Qualification:

- Post-Graduation: MBA degree with a minimum of 60% marks
- Graduation: B.E./ B.Tech./ B.Sc./ BBA/ B.Com. with a minimum of 60% marks

Work Experience:

- Minimum 7 years of overall professional experience;
- Minimum 3-5 years of relevant experience in business consulting for micro, small, and medium businesses with a hands-on approach; and having coordinated with multiple functions; Must have experience working in managing business performance domain;

Age: Minimum - 30 | Maximum - 40

Location: Nagpur

Employment term: Incubator Manager, AIC-INFED is a contractual position for a period of 2 years (inclusive of the first 6 months of the probationary period), to be renewed for another 3 years on satisfactory performance.

Compensation: As per industry standards

Selection Process:

1. Online applications are invited from individuals fitting the eligibility criteria.
2. Only shortlisted candidates will be informed to appear for an online personal interview with an 'Expert Selection Committee'.
3. A formal employment offer shall be offered to the selected applicant.

The 'Expert Selection Committee's decision shall be final and binding on all applicants.

The AIC-INFED is an equal-opportunity employer. Women are encouraged to apply.

How to apply: Interested applicants can apply on this [link](#) on or before 11:59 PM (2359 hrs) IST on May 12, 2023.

