

**Advertisement for the post of
PROGRAM-cum-BUSINESS DEVELOPMENT 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.-03

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 endeavour 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.

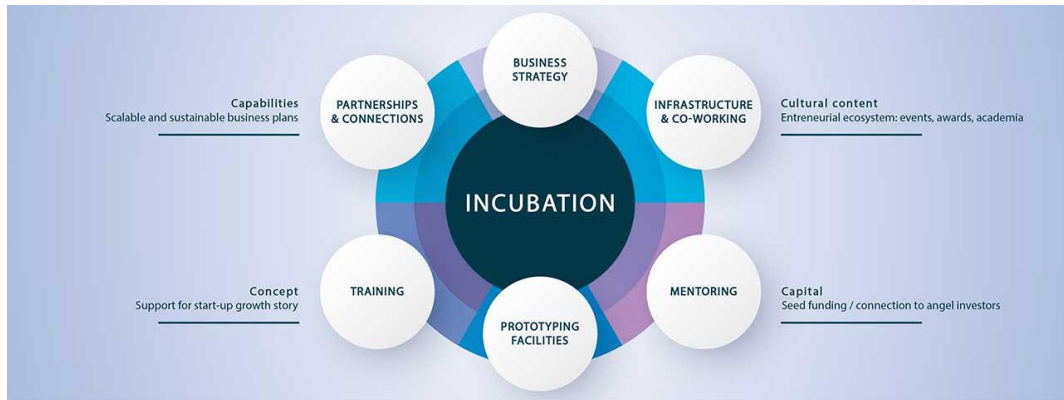


Under its core objectives, AIM intends to support the establishment of new incubation centers called Atal Incubation Centres (AICs) that would nurture innovative start-up businesses in their pursuit to become scalable and sustainable enterprises. Along with AICs, AIM shall also provide scale-up support 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 several 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: Program-cum-Business Development Manager

Job Description: The Program-cum-Business Development Manager at AIC-INFED will lead the program and business development activities reporting to the CEO of AIC-INFED. The Program-cum-Business Development Manager, AIC-INFED will be responsible for the achievement of Goals and Deliverables for the AIC-INFED and the creation of an entrepreneurial and innovation ecosystem. The **Program-cum-Business Development Manager's** role is about playing a lead role in the design of innovative programs and building partnerships with donors. The role will need to evangelize innovation and the need to support

self-sustaining, scalable models among domestic & international foundations, venture philanthropies, corporates, multilateral agencies, and the government/s of State and Centre.

- **Develop a partnerships strategy along with the CEO**
 - Align goals of AIC-INFED with the mission and with the work of other entrepreneur-enablers in India and internationally;
 - Identifying opportunities for growth, action, and effective outreach;
- **Lead Outreach**
 - Conduct outreach efforts to ensure continuous engagement with potential partners;
 - Work with the incubation leads and leverage their networks to present a technically sound program that has high impact potential;
- **Design partnership opportunities**
 - Design innovative and well-rounded partnership opportunities that meet AIC-INFED's as well as the partner's social impact goals;
 - Work with internal teams to detail the mechanics of implementation, budgets, and resources required for strong execution;
- **Onboard Partners**
 - Present collaboration ideas to potential partners in a manner that is evidenced, unique, concise, and compelling;
 - Take complete ownership over the development and closing of agreements; ensure the milestones and budgets are well understood internally for smooth execution;
- **Partner Relationship Management**
 - Maintain oversight over all partnership deliverables, as well as operational, financial & impact reporting;
 - Maintain regular communication with all partners to receive feedback and ensure stakeholder goals are being met;
 - Explore additional areas of engagement and ensure longevity in working with partners;
- Support AIC-INFED's other activities to build the entrepreneurship and innovation ecosystem at the regional, state, and national levels.

Macro KRAs:

1. Business Development at AIC-INFED – 35%
2. Relationship Management at AIC-INFED – 30%
3. Program Management at AIC-INFED – 35%

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 5 years of relevant experience in concept selling and managing HNI client relationships;

Age: Minimum – 30 | Maximum - 40

Location: Nagpur

Employment term: Program-cum-Business Development Manager, AIC-INFED is a contractual position for 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 candidate should be an immediate joiner.

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.

