

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

Advt. Ref.No.FT/iTTO/HR/2020/1
Date :10th April, 2020

Vacancy Notification

Applications are invited from business development professionals each specifically from Roorkee, Chandigarh and Varanasi region for a 3-year project at FITT.

Designation: Business Development Manager

Number of positions: 3, 1 each at the 3 regions specified above.

Compensation: upto INR 80000 per month depending upon relevant experience and qualification

Job Profile and role: Responsible for business development in the area of Intellectual Property, Technology Transfer, Innovation management and Business Incubation.

The responsibilities includes:

1. Identify, prospect, and build relationships with potential clients via outbound prospecting, including cold calling
2. Convert a pipeline of prospective clients into revenue generating clients
3. Create, update and constantly add to the new client pipeline
4. "Map" client organizations to identify potential clients
5. Contribute to the branding, industry message and presentations
6. Travel to client stations, industry conferences, and more within assigned territory (50-75% travel)

Key requirements:

An MBA with a science / engineering degree having good marketing / business development experience of 3+ Years in an organization of repute and knowledge of Intellectual Property Rights, Technology Transfer or Business Incubation.

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. The positions entail impactful and measurable targets. Outstanding performers can be considered for tenure renewal.

Interested candidate may apply in confidence with the applicant format given in our website along with a CV covering educational qualifications, work experience, contact details, references etc. Completed application with subject line- **Application for the position of "Business Development Manager"** must reach by email to: subhradeep.itto@gmail.com by 5 PM on 24th of April, 2020.

(Dr. Anil Wali)
Managing Director, FITT