

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

Advt. Ref. No. FT/06/2021

Date: 14th June, 2021

Recruitment Notification

Foundation for Innovation and Technology Transfer (FITT), a Regd. Society at IIT Delhi is a leading consulting and technology management organisation in the country. FITT is expanding its activities that include innovation support programs, entrepreneurship development, incubators and research parks etc. Applications are thus invited from energetic and zealous professionals for the following senior level positions :

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| (1) Head / Advisor – Business Development | 1 position |
| (2) Head / Advisor – Innovation and Incubation | 1 position |

Interested candidate may apply in confidence with a CV covering educational qualifications, work experience, contact details, references etc. Also, needed particulars should be filled in the excel format available at www.fitt-iitd.org and email to **uttam.fitt@gmail.com**. A candidate may optionally send his/her application in a sealed envelope *subscribing* “Application for the position of “_____” which must reach the **Sr. Manager (Projects), FITT, Indian Institute of Technology Delhi, New Delhi -110016 by 25th June, 2021**. Only short-listed candidates shall be called for the interview tentatively scheduled between 30th June – 9th July, 2021. *Those who have applied earlier against our multiple-vacancy advertisement (during Feb-March’21) for senior level positions need not apply again as their candidature would still be in consideration.*

(1)

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| 1. JOB TITLE : | Head / Advisor - Business Development |
| 2. COMPENSATION: | Up to Rs. 24 lakh Annual CTC depending on suitability. |
| 3. TENURE : | 3-year service contract with a 6-month probation. Based on performance/need, the tenure may be renewed. |
| 4. INTERNAL LIAISON | Institute Faculty |
| 5. EXTERNAL LIAISON | Industry, Financial Entities, Institute Alumni, R&D Organisations and Public bodies; |
| AGE | Below 55 years |

JOB PROFILE :

A CBO level position reporting to the MD
Conduct business and corporate development activities
Set comprehensive goals for business growth and success
Maintain cordial relationship with stakeholders – faculty and industry
Strengthen development of partnerships between industry / R&D Organisations / Funding agencies with IIT Delhi.
Work closely with the Institute faculty to support them in relevant research bids
Harness collaborative R&D opportunities including international programs
Effect consortium / turnkey / capacity building projects
Make grant proposals for FITT-related programs
Create technology transfer opportunities.
Lead promotional programs through various communication channels

The job entails measurable and impactful targets

Qualifications, Experience & Attributes:

A Masters / PhD degree in a STEM subject with >15 years’ experience (including senior level) in business development / industrial R&D.

The candidate, is expected to possess the following attributes:

The person should have a flair for marketing and relationship building; be proficient in understanding S&T issues and have a wide perspective.

Demonstrated team-based, collaborative management style that supports open and frequent communication, extensive sharing of information, and participatory decision-making while building a culture of accountability.

Must possess strong organizational skills; thorough and detail oriented; able to work independently and with a team.

Strong communication skills, ability for technical analysis/writing/documentation

Self-driven, multi-tasking, ability to prioritise, with a strong delivery focus

(2)

1. JOB TITLE :	Head / Advisor – Innovation & Incubation
2. COMPENSATION:	Up to Rs. 24 lakh Annual CTC depending on suitability.
3. TENURE :	3-year service contract with a 6-month probation. Based on performance/need, the tenure may be renewed.
4. INTERNAL LIAISON	Institute faculty, staff and students
5. EXTERNAL LIAISON	Industry, Financial Entities, Investors, Institute Alumni, start-ups, Govt. agencies etc.
AGE	Below 55 years

JOB PROFILE :

A CIO level position reporting to the MD

Oversee effective functioning of Technology Business Incubators

Strengthen innovation and entrepreneurial ecosystem including policies and processes.

Strengthen interventions in entrepreneurship development on the campus / outside.

Oversee and sustain existing innovation programs

Scout and bid for new innovation / entrepreneurship support programs

Create Investment opportunities for Start-ups

Enable optimal equity value creation / capture

Build a pipeline of CSR supports

The job entails measurable and impactful targets

Qualifications, Experience & Attributes:

A Masters/PhD in a STEM stream with >15 years experience (including senior level) in some or all of - industry, Incubators, investment / start-up platforms. The person would be strongly entrepreneurial as evidenced by his/her experience or intellectual contribution.

The person should have a strong networking and outreach approach.

The person should have a flair for opportunity assessment and be proficient in understanding S&T issues and have a wide perspective.

Demonstrated team-based, collaborative management style that supports open and frequent communication, extensive sharing of information, and participatory decision-making while building a culture of accountability.

Must possess strong organizational skills; lots of patience; thorough and detail oriented; able to work independently and with a large professional team.

Strong communication skills and ability to draft and deal with grant proposals.

Pleasing personality with flair for communication and commercial and relationship acumen.

Self-driven, multi-tasking, ability to prioritise, with a strong delivery focus

(Uttam Aswal)
Officer-Project/Program