

# FOUNDATION FOR INNOVATION AND TECHNOLOGY TRANSFER (FITT)

Advt. Ref. No: FT/11/2018

Date: 28-08-2018

## Vacancy Notification

**Foundation for Innovation and Technology Transfer (FITT)** is a society registered under the society registration Act 1860 – set up by and at the Indian institute of technology, Hauz Khas, New Delhi - 110016 (IITD). Principal objective(s) of FITT are focussed on the commercialisation of the academic knowledge / expertise and resources. Major activities of FITT includes (i) IP management of IITD including commercial exploitation of IPs/knowhow, (ii) Promoting / Nurturing Innovation, start-ups , (iii) Incubator(s) operation and entrepreneurship development, (iv) Contract research, Problem solving consulting and organizing programs/events of mutual interests in association with industries, R&D organisations and other stakeholders in the Knowledge ecosystem. FITT is in active operations for the last 25 years and reckoned as a dynamic organisation pioneering industry-Academia-Government interactions in promoting innovation and knowledge-based new business.

**FITT invites applications** from experienced, qualified and competent persons for the following positions:

- 1. Sr. Business and Investment Manager (One)**
- 2. Sr. Product 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.org](http://www.fitt-iitd.org) and email to [uaswal@gmail.com](mailto: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, Dean’s Complex, 1<sup>st</sup> Floor, Main Administrative Building, Indian Institute of Technology, Hauz Khas, New Delhi 110016** by September 12, 2018. **Candidates applied earlier for positions in FITT for similar positions need not apply again.** Only shortlisted candidates shall be contacted for interviews.

### 1. Job Position

### Sr. Business and Investment Manager

#### COMPENSATION:

Up to Rs. 18 lakh Annul CTC. Negotiable in deserving case.

#### TENURE:

3-year service contract with 6-month probation. Contract Renewable on performance. The role reports to the Managing Director.

#### INTERNAL LIAISON EXTERNAL LIAISON

Institute Academics, Incubatees and entrepreneurs  
Industry, Financial Entities, Institute Alumni, R&D Organisations,  
Public bodies including relevant Authorities on matters of Fiscal regulations, company law etc.

#### AGE

Less than 40 years

#### JOB PROFILE:

- To achieve a quantum jump in the business verticals of FITT, leveraging institute resources – mapped with user demands for technology, product, process and linked with fund sourcing’s from Government, Industries, Financial Institutions, CSR and International Funding Agencies.

2. Judiciously channelize FITT funds for investment in start-ups and other value appreciation / capitalization and high revenue yield opportunities. Manage the equity portfolio of FITT including off-loading for high returns at opportune time.

The job entails measurable and impactful targets.

The Job description is not exhaustive, and the post holder may be required to undertake other duties incidental / consequential to above primary responsibilities.

### **Qualifications and Experience:**

**Essential:** Post Graduate degree in Science / degree in an Engineering discipline with a Management degree in Business Administration (specialisation in Finance)

**Desirable:** An understanding of the Mercantile Laws incl. Indian Companies Act. And the general business environment / regulations / fiscal provisions, particularly in reference to start-ups, MSME etc.

Minimum 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, research contracts, research translation
- Incubators, Science/Research Parks
- Fund mobilization / Investment management
- Operations / Finance

The candidate, is expected to possess the following attributes:

- Ability to address the industry needs and map against academic research
- Strong relationship and communication skills, ability to draft and deal with commercial proposals
- Ability to prioritise with strong delivery focus
- Self-driven, ability to work with min. supervision and manage parallel projects / programs
- Proficient in computer usage / automation.

## **2. Job Position**

## **Sr. Product Manager**

FITT has in its custody a large number of IPs (Patents, Designs etc.) which can be translated in new product / process for market absorption through start-ups, technical collaboration with industry and other stakeholders

This role reports to the Managing Director and will play a critical role in driving new product development and improvements of existing products.

**COMPENSATION:** Up to Rs. 20 lakh Annual CTC. Can be negotiated further for the deserving case.

**TENURE:** 3-year service contract with 6-month probation. Renewable on Performance

**INTERNAL LIAISON:** Institute Academics

**EXTERNAL LIAISON:** Industry, CROs, Supply networks, Venture Entrepreneurs, Financial entities etc.  
**AGE :** Less than 40 years

### **Job Profile**

- Drive strategy, specification and execution of new product initiatives. Build products from existing ideas and help to develop new ideas based on industry experience and your close interactions with Faculty members in IITD, other IITs / start-ups / entrepreneurs.
- Build working relationships with raw material suppliers, device manufacturers, fabricators, design homes etc.
- You must possess a unique blend of business and technical savvy; a big-picture vision, and the drive to make that vision a reality.
- You must be able to communicate with faculties / student entrepreneurs in the institute, industry leaders, Angel/Venture Capital investors, students
- Indicative product pricing and market positioning strategies
- Coordinate with cross-functional teams including Engineering, Marketing to create, launch, enhance and drive business success of new products.

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 e.g. 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:

- Experience as a Product Manager in a dynamic, high growth environment.
- Industrial R&D.
- A problem solver: who can apply logic, creativity and persistence to find solutions
- Design for Manufacture and Assembly (DFMA)
- Quality protocols
- 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.
- Experience in managing technical projects.

-Sd-  
(K. K. Roy)  
Chief Operating Officer