

Vacancy 1



Position: Business Development Manager, Technology Transfer

Job Type: Full-time

Location: Bhubaneswar, Odisha, IN

Position Summary & Responsibilities include but are not limited to:

- Provide continued strategic guidance to startups and innovators in areas such as business development, sales, marketing, financing, fundraising, overall strategy and operational activities.
- Assist in Tech Brief preparation, pitch deck, business development, fund raising as well as establish relevant linkages to established companies for business opportunities.
- Develop and leverage industry, academics, investors & institutional network for the benefit of the innovators/startups to facilitate licensing.
- Ensure development of appropriate marketing material to promote incubated companies/innovators.
- Organize events to facilitate collaborations, technology tie-up and business development.
- Develop and execute strategy for outreach, hunting, attracting and onboarding deserving and qualified innovators and start-ups.
- Managing Investment opportunities.
- Responsible for organizing investor meetings, conferences and workshops.
- Coordinating with stakeholders involved in fund raising.
- To work and communicate with grantees & key stakeholders for their business development including branding, marketing liaison with CROs, CRMs, product launch/deployment and accolades.

Requirements:

- Engineering/ life science graduate with MBA, supported by minimum 3 year relevant experience.
- Demonstrated ability to cultivate, build and maintain strong working relationships with industry experts, associations, chamber of commerce & industries, state & central government, start-ups, entrepreneurs, universities, research institutions, and angel investors.