



**IIM Lucknow Enterprise Incubation Centre
INDIAN INSTITUTE OF MANAGEMENT LUCKNOW**

NOIDA Campus @B1, Institutional Area, Sector 62, NOIDA- 201307

VACANCY NOTIFICATION

(CALL FOR APPLICATIONS)

Recruitment for the position of Head– Business Development on contract for IIML EIC

IIML EIC is a Section 8 company operational since 2016, hosted by IIM Lucknow and supported by NSTEBD, DST, GOI and Government of UP. IIML EIC invites applications from the interested and eligible candidates for the selection of one position of **Head, Business Development** on contract initially for a period of two year, which may be considered further for extension as per the need and policy of the IIML EIC. The location of the position will be IIML Lucknow – Noida Campus, Sector 62, Noida, UP.

Post- Head - Business Development

Compensation:

As per the IIML EIC policy the total remuneration offered is Rs. 1,00,000/- (all-inclusive) with break up available as per company norms. Additionally, benefits such as medical insurance, annual performance-based incentive, mobile reimbursement etc. will be made available as per company policy.

Qualifications:

- Master's degree in Management/ Business Administration/ Finance with a good track record of academic performance from a reputed institution.
- Minimum 7 years of experience, out of which 3 years in Startup Investment Ecosystem, Venture Capital firms and Incubation.
- Strong knowledge in the area of the startup investment including Startup Due Diligence & Negotiation skills.
- Strong network with various government agencies and corporates and ability to build strategic partnerships.

Job description & Key responsibilities

- You are expected to reach out to Corporates across India and explore potential associations with them by creating innovative models and programs in the area of Corporate Innovation & Corporate Venture Capital.
- You will work closely with the Investment team and strengthen the relationships with existing Corporate Partners at IIML EIC by devising new avenues and areas where the partners can play a vital role and help in supporting Startups under various initiatives.
- You will be required to reach out to various Govt / Corporates for exploring various CSR initiatives and designing the programs around them, which could help Corporates as well as Startups in creating an Impact in the sectors of preference to IIML EIC.

- You will be required to act as an integral part of IIML EIC and work in close coordination with the Startup Investment team for various funding negotiation rounds and closing the Startup Investment deals for IIML EIC and its partners.
- You will be required to bring in various best practices from the industry related to creation of financial sustainability for IIML EIC. To assess, adopt and modify dynamic industry practices which are being followed globally by renowned Business Accelerators and Incubators.
- You will be required to take a lead in liaising and consulting for corporate clients/PSUs.
- Any other value addition initiatives relating to generation of revenue streams and assets for IIML EIC.
- This position reports into MD & CEO, IIML EIC.

General Conditions:

- Submit your application using the below link:

Link: [CLICK HERE](#)

- Last date of submitting the application is **05th May 2022, Thursday before 17:30 Hrs.**
- All the received applications for the aforementioned post will be shortlisted. Please note only the shortlisted candidates will be invited through e-mail to appear for the interview on the scheduled date and time.
- The candidates have to carry their CV along with a set of photocopies in support of their educational qualifications, experience etc. at the time of interview. They should also bring all testimonials in original for verification purpose.
- There will be multiple rounds of interviews as deemed appropriate by the management.
- No TA/DA or any other incidental expenses will be reimbursed for attending the interview.
- Initial appointment will be for a contractual period of 2 years subject to renewable in view of satisfactory performance of the incumbent and need of the IIML-Incubator.
- The compensation will be decided depending on qualification, experience, last drawn salary and relevant factors.
- Candidates are advised to visit the website of IIM Lucknow Incubator (www.iimlincubator.com) / (www.iiml.ac.in) for regular updates, amendments and corrigendum (if any).
- IIML-Incubators reserves the right not to fill the above position, if it desires so.
- Canvassing in any form will be credited for disqualification.
- Location of the Job is: IIML Lucknow – Noida Campus, Sector 62, Noida, Delhi NCR.

**MD, IIML- Incubator
Indian Institute of Management- Noida Campus
B-1, Institutional Area, Sector-62, Noida**