



Advertisement for the post of Senior Business Development Manager

About the Company

Indian Institute of Technology Tirupati (IITT) has established the IIT Tirupati Navavishkar I-Hub Foundation (IITTNiF) to facilitate the Technology Innovation Hub (TIH) on Positioning and Precision Technologies (PPT) approved by National Mission on Interdisciplinary Cyber-Physical Systems (NM-ICPS) and coordinated by the Department of Science & Technology (DST), Government of India. The Company will be initially supported by the DST for five years, following which it should generate its revenue to continue with its functions. The Company aims to create a strong foundation and a seamless ecosystem to promote knowledge generation, translation research, technology and product development, human resource development, innovation & commercialization standards and international collaborations in PPT.

About IIT Tirupati

IIT Tirupati is one of the twenty-three IITs created by an Act of Parliament as Institutes of national importance. Our objective is to nurture scientists and technologists of the highest calibre who would engage in research, design, and development to help build India towards self-reliance in her technological needs. IITT started functioning in 2015 and is amongst the youngest premier institutes in the nation. Since its inception, IITT has engaged in providing meaningful education in engineering and science while conducting original research of the highest standard. The Institute boasts of a sprawling 548-acre campus with a dedicated 19-acre space earmarked to establish Research Park and Innovation Hubs.

Job Description

Position	Senior Business Development Manager
Company	IIT Tirupati Navavishkar I-Hub Foundation (IITTNiF)
Location	IIT Tirupati, Yerpedu Post, Tirupati District, A.P. - 517619
Scope of the Job	<ul style="list-style-type: none">• New Business Accounts acquisition and achievement of sales targets.• Prospecting, contacting target C and D level executives, building close relationships and building the business.• Generate outbound sales activities and opportunities.• Manage the entire sales cycle from lead stage to prospect qualification, opportunity, proposal, RFI/RFP,



	<p>presentations, closure of sale and nurture the relationship for future business</p> <ul style="list-style-type: none">• Work with the pre-sales, delivery, and technology teams to build solutions, prepare proposals, presentations and add value at every stage of the sales cycle.• Develop a deep, robust and qualified sales pipeline.• Collection of receivables and maintaining financial discipline with all target accounts.• Mandatory Traveling to client locations on the need basis.
Qualification	<ul style="list-style-type: none">• An MBA from a good institute with Sales and Marketing as a Core area is desirable.
Experience	Minimum of 5 years of experience in Business Development and Technology Business.
Requirement	<ul style="list-style-type: none">• Good grasp and understanding of IT & GIS services in Outsourced Development. Good knowledge of selling services across technology platforms (Microsoft, Open-source), Cloud development, others.• Familiar with the trends and emerging models in the IT & GIS services market and ability create sales opportunities around that.• Extensive knowledge and experience in the software services market.• Hands on experience and expertise in prospecting, calling C and D level executives on phone, email contact, generating requirements, preparing presentations, response to RFPs, moving prospects from interest stage to closure of business.• Knowledge of the latest state of the art sales processes such as lead tracking to relationship building and closure of sales using CRM tools.• Excellent grasp of MS Office, Internet and researching information on the Web.• Creative and out of the box thinking in the sales and marketing context.• Ability to translate intangible services to perceived benefits in the eyes of the customer.• Awareness about R&D centers, industries, central/state agencies in Positioning and Precision Technologies (PPT).• Strong network in industry and academia.
Compensation	Monthly Gross Salary Rs.60000.00 – Rs.100000.00 P.M.



Tenure	Initially two years (Renewable based on annual performance/ appraisal).
Termination	It is a temporary position, and the employee's service shall be liable to disengage during the tenure at any time by notice in writing given either by the employee to the Appointing Authority or by the Appointing Authority to the employee. The period of such notice shall be three months. The Company may withdraw, modify or discontinue any position at any time with the BOD's approval.
Last date	On or before July 15th, 2022.
<ul style="list-style-type: none">Interested aspirants can apply at https://forms.gle/f7CNBrMAugesgfLL6Shortlisted candidates will be informed through email for the interviews.The candidate is also required to bring the original certificates and supporting documents for verification at the time of interviews. <p>IITNiF reserves the right to change the cut-off qualifications and experience for calling the candidates for an interview.</p> <p>For any queries, please write to recruitment@iitnif.com or call us at 0877 250 3883 from 9.30 AM – 5.30 PM.</p>	