



## **Advertisement for the post of 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**

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|------------------|--|
| Position         | 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"><li>● Must have the exposure to Presales Complete Lifecycle.</li><li>● Well versed with Latest Marketing tools.</li><li>● Should have handled multiple Presentations.</li><li>● Be able to create content and pull the Data with a lightning speed.</li><li>● Mandatory Traveling to client locations on the need basis.</li></ul> |



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|---------------|--|
| Qualification | <ul style="list-style-type: none"><li>● An MBA in Communications, Marketing and Sales is desirable.</li></ul>  |
| Experience    | Minimum of 4 years of experience.  |
| Requirement   | <ul style="list-style-type: none"><li>● Should have thorough knowledge and experience in Market Research to create targeted prospects.</li><li>● Should have worked with Domestic and International customers in the Science and Technology space.</li><li>● Knowledge of Position and Precision Technologies, GIS and Engineering Services is desirable.</li><li>● New account acquisition and achievement of sales targets.</li><li>● Generate outbound sales activities, leads and opportunities.</li><li>● Prospecting, contacting target C and D level executives, building close relationships and passing the qualified leads to Sr. BDM, CEO.-</li><li>● Manage the sales cycle from lead stage to prospect qualification, opportunity, proposal, RFI/RFP, presentations.</li><li>● Work with the delivery and technology teams to build solutions, prepare proposals, presentations and add value at every stage of the sales cycle.</li><li>● Develop a deep, robust and qualified sales pipeline.</li></ul> |
| Compensation  | Gross Salary Rs.60000.00 – Rs.80000.00 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 January 31st, 2023.

- Interested aspirants can apply at <https://zfrmz.in/97gys6DTauH1AzfmRT8b>
- Shortlisted candidates will be informed through email for the interviews. TA/DA will be given to the candidates if called for the interview at IIT Tirupati (2AC train and economy airfare)
- The candidate is also required to bring the original certificates and supporting documents for verification at the time of interviews.

**IITNiF reserves the right to change the cut-off qualifications and experience for calling the candidates for an interview.**

**For any queries, please write to [recruitment@iitnif.com](mailto:recruitment@iitnif.com)**