



Advt No.: TiHAN-IITH/Jan/2022/Rec/02

Dated: 27/1/2022

Advertisement for Manager – Corporate Innovation at NMICPS TiHAN Foundation, IIT Hyderabad

About [TiHAN](#)

Department of Science and Technology (DST) under the National Mission on Interdisciplinary Cyber-Physical Systems ([NM-ICPS](#)), Govt. of India has sanctioned the prestigious Technology Innovation Hub to **IIT Hyderabad** in the technological vertical of Autonomous Navigation and Data Acquisition Systems (UAVs, ROVs, etc.)

DST NM-ICPS Technology Innovation Hub on Autonomous Navigation and Data Acquisition Systems (UAVs, ROVs, etc.) – [TiHAN](#) at IIT Hyderabad will be the source for fundamental knowledge and technologies (IPs, Publications, Products, Commercialization as Licensing, ToTs...) in the technology vertical of Autonomous Navigation and Data Acquisition Systems (UAVs, ROVs, etc.).

The primary focus on:

- Identifying new opportunities with established Corporates & Industries for Technology Development
- Create funding opportunities by pitching TiHAN initiative & programs
- Develop and implement robust sales management processes – pipeline, account planning, and proposals
- Monitor the revenue pipeline and leads, adjusting as necessary to create sustainable growth
- Oversee all Channel/Partner Development by adding new sales channels
- Monitor the strategies and processes across the revenue cycle from client acquisition to engagement to success
- Act as Business Developer & propose ideas, initiatives, and activities for business growth
- Increase revenue, growth in terms of business expansion by building strategic partnerships
- Maintaining fruitful relationships with existing clients
- Work within department for creating solutions & proposals
- Explore various funding opportunities through Central & State Government schemes
- Identify CSR funding channels by constantly engaging with eligible companies

Eligibility:

- Post-Graduation in relevant stream with minimum of 8 years of experience including 4 years of experience in Enterprise/Corporate Sales or Client/Relationship Manager.
- Preference to those who has excellent written and verbal communication, ability to think on feet and handle client concern

Tenure: For a period of 11 months, extension subject to performance

Remuneration: Rs. 55,000/per month – Rs. 75,000/per month (Consolidated) – based on qualification and experience

How To Apply:

Candidates, who fulfil the eligibility criteria, should apply through the below link latest by 5:00 pm, 15th February 2022.

Submit the Application through Google Form: <https://bit.ly/3tQzYVw>

Selection Procedure:

- Candidates will be shortlisted based on their eligibility criteria, academic record, and relevant experience
- Only shortlisted candidates will be intimated through email for the interview by the selection committee
- Merely meeting the criteria may not guarantee a call for an interview
- The position will be left vacant and new advertisement with extended date will be given if no suitable candidate is found.

Other criteria:

- Accommodation will not be provided by TiHAN Foundation or IIT HYDERABAD.
- Please note that, the position is on-site & based out of IIT Hyderabad campus.