IIT Mandi iHub & HCi Foundation
Technology in Harmony with Human Needs

ADVERTISEMENT
FOR
SENIOR ASSOCIATE-BUSINESS DEVELOPMENT
AT
IIT MANDI iHUB AND HCi FOUNDATION
A Section – 8 Company
Location – IIT Mandi Campus

About IIT Mandi iHub and HCi Foundation: About iHub: IIT Mandi iHub and HCi Foundation (iHub) is a section 8 company established under the National Mission on Interdisciplinary Cyber-Physical Systems (NM-ICPS). The focus area of IIT Mandi iHub is **"Human-Computer Interaction."** The vision of the iHub is to be an internationally recognized hub that nurtures HCi research, enables technology translation for industry, and scales skill development. The four areas of IIT Mandi iHub are Research and Technology Development, Skill Development, Incubation & Acceleration, and Collaboration. For more information, visit www.ihubiitmandi.in

Applications are invited for the position of Senior Associate-Business Development
- **No. of Positions: 4**
- **Location: Delhi, Bangalore, Hyderabad and Mumbai**
- **Nature of work: Remote**
- **Apply Here: https://xt9iuyp9fqg.typeform.com/to/s7JcKGma**

Key Responsibilities
- Research and target new market segments, partnerships, and growth channels.
- Build and maintain long-term relationships with clients and stakeholders.
- Act as the primary point of contact for high-value clients.
- Manage and nurture a revenue pipeline from lead generation to closing deals.
- Develop and refine business development strategies based on insights.
- Create customized proposals and presentations for potential clients.
- Work with research, incubation, and operations teams to ensure alignment on client needs.
- Track activities, performance metrics, and revenue growth.
- Represent the company at conferences, trade shows, and networking events.

Essential Qualification:
The position requires a minimum bachelor's degree in science, engineering, business, or any other relevant area with a minimum of 60 % marks (7 CGPA). A Master's degree will be preferable.

Position	Qualification	Years of Experience
Sr. Associate-Business Development	Bachelor's Degree	4 Years
	Master's Degree	2 Years

Desirable Skills:

- Experience in selling technology solutions.
- Strong understanding of technology, deep tech, and emerging tech trends.
- Ability to identify and articulate business use cases for technology solutions.
- Hands-on experience in running product demonstrations and showcasing the power of technology.
- Multilingual proficiency is a plus.
- Background/experience in Technology, Digital Business, or HCI (Human-Computer Interaction).
- Focus on aligning with organizational goals, with a business development mindset to engage and communicate effectively with ecosystem stakeholders.

Remuneration: INR 55,000/- to 75,000/- per month based on experience and the position offered.

Terms/Instructions:

1. *Only shortlisted candidates will be contacted/informed through email/phone.*
2. *IIT Mandi iHub and HCi Foundation reserves the right to fill up the post, not to fill up the position or cancel the advertisement in whole or part without assigning any reason. The company also reserves the right to limit the number of candidates to be called for written tests/or interviews. The decision of the company in this regard will be final.*
3. *Documentary evidence of all educational and professional qualifications will be required to be produced when specified.*
4. *The company can verify the antecedents or documents submitted by a candidate before the appointment, at the time of appointment, or during the tenure of the service. In case it is detected that the documents submitted by the candidates are fake or the candidate has clandestine antecedents/background and has suppressed the said information, then their services shall be terminated.*
5. *If it is found later that any information given in the application is incorrect/false, the candidature/ appointment is liable to be cancelled/terminated.*
6. ***The applications will be considered till the post is filled.***

Contact us: IIT Mandi iHub and HCi Foundation, IIT Mandi, North Campus, Kamand, District Mandi, Himachal Pradesh 175005
Email: hr@ihubiitmandi.in
Website:
www.ihubiitmandi.in

Note: All applications should be routed through the application link provided for each position in the advertisement. Email us only in case of questions.