

No.: TEXMiN/Rect/E-BD/2022-23/218
Dated: January 23, 2023
POSITION FOR EXECUTIVE (BUSINESS DEVELOPMENT)

Indian Institute of Technology (Indian School of Mines), Dhanbad [IIT (ISM) Dhanbad] has been entrusted for the establishment of a mining technology innovation hub under the National Mission for Interdisciplinary Cyber-Physical Systems (NMICPS). As mandated under the framework of National Mission on Interdisciplinary Cyber-Physical Systems (NM-ICPS) by Department of Science and Technology (DST), Govt. of India, Technology Innovation Hub (TIH) at IIT (ISM) is aimed at becoming the nodal centre heading the innovation activities in Exploration and Mining.

In order to carry out the activities of TIH, a section 8 SPV has been established in the name of TECHNOLOGY INNOVATION IN EXPLORATION AND MINING FOUNDATION (TEXMiN) at IIT (ISM). The section 8 company will work as an umbrella body to nurture and promote the objectives and activities of TIH in Exploration & Mining in the framework of NM-ICPS, DST, GoI. TEXMiN Hub is financially supported by DST, GoI for a period of five years. The Hub is to be governed by its Hub Governing Body (HGB).

TEXMiN is looking for a dynamic Executive (Business Development) of TEXMiN to accomplish the mission of the organization. The details of the post are as under:

Position	EXECUTIVE (BUSINESS DEVELOPMENT)
Number of Position (s)	01
Company	TEXMiN Foundation, IIT (ISM) Dhanbad
Sponsoring Agency	DST, GoI
Job Description	<ul style="list-style-type: none"> • Assess and evaluate mining/mineral exploration market growth and revenue potential • Develop and manage relationships with key stakeholders to promote market outreach and business development • Develop and implement new ideas that will achieve team and organization-wide goals • Develop new relationships in an effort to grow business and help organization expand • Conduct face to face meetings including presentations, webinars and product demonstrations • Support funding opportunities and formalizes business development plans and presentations • Responsible for ensuring delivery timelines and adherence to customer quality and standards and customer relationship management
Essential Qualification & Experience	<ul style="list-style-type: none"> • First class Bachelor's degree in Engineering from a leading institute with minimum 3 years of experience in technology sector business development <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> • First class Master's degree in Business Administration/ Economics/Geo-informatics from a leading institute with minimum 2 years of experience in technology sector business development • Preference will be given to the candidates having experience in working with international clients
Desirable Profile	<ul style="list-style-type: none"> • Experience working with institutions and other external partners to create longstanding relationship • Demonstrated knowledge of academic and business relations through taking ownership and resolving each concern or problem as appropriate, exhibiting

	professionalism and expertise in every interaction <ul style="list-style-type: none"> • Demonstrated knowledge of consulting methods, techniques, and practices • Experience in a sales, proposals or procurement environment is an asset • Experience in dealing with PSUs • Excellent customer service focus with the ability to quickly build strong working relationships with clients, business partners, and other colleagues
Maximum Age limit	40 years
Salary	Rs. 40,000-45000/- per month (consolidated) with 3-10% increment based on performance
Apply to	TEXMiN Foundation through email: texmin@iitism.ac.in
Last Date & Time	February 15, 2023, 12:00 P.M.
<ul style="list-style-type: none"> • Prospective candidates are required to send a copy of their updates cv along with enclosing copies of the relevant supporting documents regarding age, essential qualification, experience, desirable profile etc. through email texmin@iitism.ac.in within the due date. • The shortlisted candidates will be informed through emails for attending the interview. The selected candidate will be required to bring the original certificates and supporting documents for verification at the time of joining. • The post is purely temporary and co-terminus with the completion of the tenure of the candidate, however continuation of the person in TEXMiN Foundation subjected to his/her satisfactory performance. • For further details candidates may contact through email: texmin@iitism.ac.in 	