

TECHNOLOGY INNOVATION IN EXPLORATION & MINING FOUNDATION (TexMin)

TECHNOLOGY INNOVATION HUB (TIH)

INDIAN INSTITUTE OF TECHNOLOGY (INDIAN SCHOOL OF MINES) DHANBAD - 826004

No. TexMin/Rect/CBDO/21-22/08

October 05, 2021

POSITION FOR CHIEF BUSINESS DEVELOPMENT OFFICER

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 center 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 Chief Business Development Officer (CBDO) to accomplish the mission of the organization. The details of the post are as under:

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| Position | CHIEF BUSINESS DEVELOPMENT OFFICER |
| Number of Position (s) | 01 |
| Company | TexMin Foundation, IIT (ISM) Dhanbad |
| Sponsoring Agency | DST, GoI |
| Tenure | Initially for a period of 3 years (Renewable/extendable based on annual performance) |
| Job Description | <ul style="list-style-type: none"> • Develop a highly scalable outreach strategy and work with teams toward common goals of revenue generation • Develop and implement business development strategies and execution plans for assigned business lines • Develop and actively maintain relationships with key industry contacts, including current, potential clients, and industry experts • Work with marketing manager to identify target markets and develop a strategy to build a list of prospective clients that fit within an ideal client profile • Form new partnership programs • Develop, monitor and refine Business Development team targets and KPI's, and continually manage team activities to drive results • Direct and guide the team to engage in proposal writing, contract negotiation, sales presentations, and support of client relations • As a part of the leadership team, participate in formulating and reshaping strategies that govern TexMin's growth, operations and future plans • Market update of all the government initiatives and international schemes relevant to Hub's mission |

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| Essential Qualifications | <ul style="list-style-type: none"> • Preferably First-class Graduate in Engineering/ Commerce/ Business Administration/ Economics • MBA in Marketing, Business Development, and related fields from a recognized Institute |
| Essential Experience | <ul style="list-style-type: none"> • At least 8 years of working experience in Technology Business development sector. |
| Desirable Profile | <ul style="list-style-type: none"> • Experience with the governments and ministries grants and funding is highly preferred • Experience in developing marketing strategies for a diverse audience in multi-functional disciplines • Experience of working with reputed multinational companies, preferably with hands-on international experience • Effective communication, interdisciplinary skills, Collaboration/Partnership, Organizational Development and Planning |
| Maximum Age limit | 50 years |
| Salary | Rs. 1,25,000-1,50,000 per month with 3-5% increment based on performance. |
| Method of Recruitment | Online |
| Apply to | TexMin Foundation through email: texmin@iitism.ac.in |
| Last Date & Time | 27 th October, 2021, 5:00 P.M. |
| <ul style="list-style-type: none"> • Prospective candidates are required to send a copy of their updated 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 | |

Project Director