Position Code: MII-BDM-01

Position: Business Development Manager

No of positions: 1 (one)

Duration: Biotechnology Industry Facilitation Cell Program Management Unit (PMU) for Make in India is set up by the Department of Biotechnology (DBT) at BIRAC. This position is purely temporary (on contractual basis) and coterminus with the project. The present duration of the project is up to March 2026.

Consolidated Remuneration: Between Rs.90,000/- to Rs.2,70,000/- Lump sum per month depending on Qualifications and Experience.

Job Description: National Mission Program - Make in India (MII) for Biotech sector is led by DBT and supported by BIRAC since 2015. The PMU undertakes policy advocacy, data research and analysis, stakeholders' consultations and provides strategic inputs. It supports Biofoundry/ Biomanufacturing initiative. The Project Development Cell, Investment Clearance Cell for biotech sector set up under this PMU will work closely with Invest India & DBT for the growth of the Bioeconomy and Biotech Innovation ecosystem of the country.

The Business Development Manager will support the PMU team in overall execution of PDC activities, create investible project leads for biomanufacturing by actively engaging with stakeholders. Creates project reports by engaging with relevant consultants/ professional agencies. Identifies, prepares report with suggested inputs for issue resolution by competent authority.

Reporting: The person will be reporting to Mission Director – MII

Key Responsibilities:

- Create investible project leads for Biofoundry/ Biomanufacturing through Stakeholder interactions including Investors, Industry, Invest India and DPIIT.
- Organize, coordinate Strategy meetings and provide support and guidance to Investors.
- Facilitate PPP investment decisions and provide for updated inputs for consideration of SGoS for issue resolution.
- Promote and garner required support at National/ State level for biomanufacturing and Make in India.
- Take the lead in organizing activities like State Conclaves, International Webinars, Stakeholders' meetings, Investor consultations & other outreach activities.
- Manage and update MII microsite and keep different dashboards updated e.g. Nalanda, e-samiksha etc.
- Work closely with MII PMU team including ICC, Invest India, DPIIT and others.
- Support in New Initiatives/Activities like Bioscience Innovation Parks.
- Contribute in other assignments aligned with the mandate of Make in India.
- Domestic Travel is required.

Essential Qualifications:

Masters' degree/ PG diploma in business, commerce, economics, related areas with graduation in any field related to biological sciences

Experience:

6-8 years with minimum 3 years of industry experience.

Strong communication, negotiation and multitasking skills

Desirable:Business Development/ Project Management experience for managing high value projects.

Age Limit: 38 years as on closing date of vacancy.