

## **BIRAC POSITION**

**Position: Head (Strategic Partnership & Entrepreneurship Development) - Deputy General Manager at Level E6**

**Job Description:**

The Head of the Strategic Partnership & Entrepreneurship Development is at DGM level and will report to Director (Operations) / CMD. The key responsibilities are:

**a. Partnership Development**

- i. Frame and implement strategies for entering into partnerships with organizations and institutions, nationally and internationally.
- ii. Lead assessment of potential partner prior to entering into partnership
- iii. Carry out financial and institutional evaluation of prospective partner organizations
- iv. Identify scope for enhancing relationships with existing partners

**b. Resource Mobilization**

- v. Identify prospects for new business opportunities
- vi. Implement resource mobilization strategy
- vii. Reach out to potential donor organizations that are interested in parenting for funding innovative projects in biotech sector

**c. Entrepreneurship Development**

- viii. Develop a strategy for entrepreneurship development
- ix. Implement the defined activities under Start up India and Make in India Action Plan.
- x. Lead program for funding, supporting and nurturing entrepreneurs.
- xi. Lead program for Bioincubation.
- xii. Organize workshop, trainings, seminars, etc. for capacity building and mentorship.

**d. Team Leadership**

- xiii. Leads and motivates staff, and builds and manages effective teams
- xiv. Systematically works to form trusted relationships based on mutual respect

**Qualification & Experience:**

- PhD in Life Sciences/Biotechnology or Allied Areas from a reputed institute
- At least 10 years of experience in entrepreneurship development, business development/ alliance integration/ strategy planning in a services organization of which at least 5 years should be at senior management level
- Experience in partnering with other organizations, NGOs, governmental agencies on collaborative projects at a leadership level with a demonstrated capacity to define objectives and deliverables that enable effective monitoring and evaluation of results.
- Proven success working effectively across traditional disciplinary boundaries in a highly collaborative manner.
- Understanding and experience in activities related to supporting the Startup and Entrepreneurial ecosystem.
- Demonstrated ability to work effectively with senior leadership and senior policy makers.
- Experience and evidence of implementing program on innovation right from the conception, design, review and management of strategies, initiatives and programs.
- Position requires the ability to critically identify and evaluate potential partners, the ability and capacity, to decide on and between strategic approaches and tactics by which to achieve desired goals and impact.
- Excellent oral and written communication skills with a broad and diverse audience.

xv. Mentors and inspires the team for optimum performance xvi. Approaches change with flexibility xvii. Creates environment that encourages improvement and innovation resistance	<b>4. Age Limit – 50 years</b>
<b>Monthly CTC between Rs. 1, 15,000 /- and Rs. 1, 55,000 /- depending on qualifications and experience as recommended by the selection committee.</b>	

