



IIT PALAKKAD TECHNOLOGY IHUB FOUNDATION

(Incorporated under Section 8 of the Companies Act 2013)

Ref: IPTIF/HR/Adv/2025/003

1st May 2025
Palakkad

Advertisement for the position of Senior Associate - Business Development

About NM-ICPS and TIH-ICS

The Union Cabinet approved the National Mission on Interdisciplinary Cyber-Physical Systems (NM-ICPS) to be implemented by DST with a total outlay of Rs.3660 crore for a period of five years. The Mission aims to create a strong foundation and a seamless ecosystem for CPS technologies by coordinating and integrating nation wide efforts encompassing knowledge generation, translation research, technology and product development, human resource development, innovation & commercialization standards and international collaborations. To this end, a TIH on Intelligent Collaborative System (TIH-ICS) has been established at Indian Institute of Technology Palakkad.

About IIT Palakkad

Indian Institutes of Technology (IITs) are autonomous public institutions of national importance for higher education in engineering, science and technology. IIT Palakkad was announced by the Government of India in 2014, and began with a headstart in the very next academic year, 2015-16, with the support of IIT Madras. The academic program was launched by admitting students to the B. Tech. course in the disciplines of Civil Engineering, Computer Science & Engineering, Electrical Engineering and Mechanical Engineering. IIT Palakkad can already boast of a vibrant student and faculty community drawn from different parts of the country; it has truly emerged as a microcosm of India.

About the company

IIT Palakkad has established IIT Palakkad Technology IHub Foundation (IPTIF) to facilitate the Technology Innovation Hub on Intelligent Collaborative Systems (TIH-ICS) setup at IIT Palakkad by NM-ICPS coordinated by the DST, Govt. of India. TIH-ICS, through IPTIF, plans to attract potential and harness expertise available nationwide, thus fostering research innovation, world-class technology and product development. IPTIF also plans to build linkages with research institutes and labs within and outside India. One of the primary goals of this company is to work in close collaboration with the industry to deliver commercial technology and products,



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and build a vibrant innovation ecosystem by providing a reliable platform for technology-based start-ups and entrepreneurs.

Job Description

Position: Senior Associate - Business Development

Nature: Full-time, On-site

Location: Palakkad, Kerala

Start Date: Immediate

Context & Role: IPTIF over the past four years have supported multiple technology development projects, supported startups and entrepreneurship, conducted skill development programs and events and forged collaborations with National and International Organizations in all of the above verticals. Currently, IPTIF leadership and a team of experienced Faculty advisors from IIT Palakkad are driving the organizational strategies and operations with the guidance from Senior Advisors and Board of Directors. As the organization enters its fifth year, IPTIF intends to strategically grow the organization towards self-sustainability and scale up its business and operations by leveraging on the momentum generated and taking further support from the ecosystem.

In this context, we are seeking an accomplished and experienced **Senior Associate - Business Development** to drive revenue growth, deepen industry partnerships and spearhead expansion initiatives, leveraging cutting-edge in-house facilities. The ideal candidate should have extensive experience in building monetization models, identifying and closing new revenue streams, executing corporate innovations programs. This role requires strategic thinking with hands-on executional capabilities, strong understanding of technology trends, and startup ecosystems.

IPTIF, being a young organization with a small team, has an entrepreneurial work culture and we require the successful candidate to be adaptive, flexible, ready to operate under tight deadlines and be a good team player with ability to strategize and work independently. The role will be reporting to the CEO/COO.

Key Responsibilities:

1. Drive monetization of the Fab Lab, prototyping facilities, and specialized equipment through structured packages and services.
2. Identify potential clients including startups, SMEs, corporates, and academic collaborators for fee-based usage.
3. Develop partnerships with industry players for sponsored research, collaborative projects, and consulting opportunities.
4. Pitch the incubator's capabilities for outsourced product development, prototyping, design services, and technical consulting.
5. Prepare competitive proposals and manage project execution timelines in coordination with



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technical teams.

6. Lead B2B outreach initiatives – cold calls, email campaigns, networking events, trade shows.
7. Represent the incubator at industry forums and exhibitions to build visibility and attract partners.
8. Develop and implement a revenue-generation strategy and report regularly to leadership on pipeline, conversions, and income generated

Qualification, Experience and Skill Sets:

- Bachelor's or Master's degree in Business, Engineering, Science or related field. MBA preferred.
- 4-8 years in business development, preferably in technology, R&D, consulting, or incubation ecosystems.
- Proven track record of revenue generation and managing B2B partnerships.
- Excellent communication, negotiation, and stakeholder management.
- Knowledge of technology trends in hardware, electronics, IoT, AI/ML, or manufacturing.
- Familiarity with incubator operations, Fab Lab tools, or prototyping services is a strong plus.
- Ability to draft proposals, presentations, and pitch decks.

Emoluments & other terms

- A CTC of **INR 6-9 Lakhs per annum** as per qualification and experience
- The exact amount will be fixed based on experience and skill-set.
- Duration of employment will be initially for **one year** with a scope of extensions subject to performance.
- The selected candidate will have to work on-site at Palakkad and join at the earliest.

Application process

Interested candidates can apply by visiting the following Google form on or before **15th May 2025, 5.00 pm**.

Apply at : <https://tinyurl.com/3ap2hkp6>

For any queries related to the position or application process, please contact manager-hr@iptif.tech with CC to ceo@iptif.tech



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Note:

- IPTIF reserves the right to change the cut-off qualifications and experience for calling the candidates for an interview.
- The application portal will be closed as soon as we find the right candidate. Therefore, you are encouraged to submit your application at the earliest.
