

## **Job Description**

**Title: Head –Strategy& Business Development**

**Type of Position: Full Time (Contractual)**

**Reports to: CEO**

**Location: Bengaluru**

To Apply: Send mandatory cover letter and detailed resume to [office.best@iisc.ac.in](mailto:office.best@iisc.ac.in) via email with a (Subject line: Application for Head Strategy, BeST cluster)

## **BeST Overview**

Establishing a sustainable innovation ecosystem requires a well-connected network of entrepreneurs, domestic and foreign private enterprises, educational and research institutions, government agencies, investors, business incubators, and technology and business mentors. This need has led to the establishment of regional innovation clusters in many parts of the world. Such innovation clusters bring together capital, expertise, and talent to foster technological breakthroughs. Innovation clusters are uniquely distinctive in their structure and operating model. The Bengaluru Science and Technology (BeST) Cluster aims to distinguish itself by aspiring towards the following overarching goals:

- Building an active network of research institutes, companies, NGOs, and government bodies to promote knowledge sharing, cross-fertilization of ideas, and co-innovation (Collaboration).
- Identifying and resolving socially relevant problems, through active coordination with government organizations and NGOs (Responsiveness).
- Accelerating regional scientific and technological progress, and improving the regional innovation ecosystem, by facilitating a wider range of research initiatives, better access to funding opportunities, and greater networking and career opportunities for student communities (Competitiveness)
- Inspiring new products and technologies by coordinating efforts and financial resources and effective integration of intellectual and financial resources to create a new generation of innovative businesses (Innovation)
- Gaining a competitive advantage by improving internationalization and boosting visibility (Globalization)
- Promoting economic growth in the state by contributing to an increase in employment and intensification of entrepreneurial activity, and accelerating the inflow of foreign investment (Sustainability)

BeST is part of the Science & Technology clusters area major initiative under the Prime Minister's Science, Technology, and Innovation Advisory Council (PM – STIAC). The Bengaluru cluster has is being incubated by the Indian Institute of Science, Bengaluru. To further this mission, BeST is recruiting for the position of The Director of Business and Admin. Please see description below.

## **Role and Responsibilities**

“Head Strategy” - will be responsible for working with the Advisory Board of BeST in developing and articulating the strategic vision, mission, values, and strategic objectives of the cluster. He/She will work with the leaders of the various themes within the cluster to translate the strategy to a business development plan so that the cluster can achieve financial self-sufficiency while continuing to deliver on the cluster's objectives. He/She must have a background in developing a consortium between various

academic institutions, corporations, government bodies and civil society organizations to collaboratively work on programs. He/She should have business development, proposal engineering and proposal presentation experience to help craft compelling proposals for making a strong case with the prospective funding agencies for the programs conceptualized by the cluster.

**Key responsibilities include:**

- Build a network of stakeholders from academia, industry, start-ups, civil society organizations and government for the themes and the underlying programs.
- Leading a team to collaboratively craft proposals for convincing prospective funding agencies to support the programs identified by the cluster.
- Develop a network of subject matter experts, who can be tapped for furthering the objectives of the cluster and contributing as SMEs on specific programs.
- Contribute to the branding of the cluster and build its credibility with funding agencies.
- Developing a close working relationship with funding agencies to proactively generate leads for the various themes.
- Mentoring team members and stakeholders to achieve the strategic objectives of the cluster.

**Skills and Competencies**

- Networking
- Business Development
- Marketing
- Branding
- Stakeholder management
- Contract Management
- Proposal Engineering
- Communication
- Good learning ability
- Mentoring and team building
- International exposure

**Education and Experience**

- 15+ years of experience in a STEM based initiatives (mandatory)
- PhD (desirable).
- Master's degree MBA (desirable).