

**Job Title: Business Manager****Reports to:** IIIT Dharwad Research Park Head**Location:** IIIT Dharwad Research Park**Job Summary:**

We are looking for a highly skilled and experienced Business Manager to lead our sales efforts and drive revenue growth for the Research Park. The successful candidate will be responsible for identifying and pursuing new sales opportunities, building relationships with key decision-makers, and closing deals.

**Key Responsibilities:**

1. **Sales Strategy:** Develop and execute a sales strategy that aligns with our targets, business goals and objectives.
2. **Prospecting:** Identify and pursue new sales opportunities through research, networking, and outreach. Includes student entrepreneurs for our Pre-Incubation vertical, startups for our Incubation vertical, Corporate clients for our Industry Research, Consulting, Prototype Development & Technology Education Academy verticals.
3. **Conduct lead generation activities** like hackathons, social platform outreach, cold calling, technology webinars, entrepreneurial workshops, and any other relevant strategies.
4. **Relationship Building:** Build relationships with key decision-makers at potential customer companies.
5. **Needs Assessment:** Conduct needs assessments to understand potential customers' pain points and requirements.
6. **Solution Selling:** Present our portfolio startups' solutions to potential customers and demonstrate how they can address their needs.
7. **Deal Closure:** Negotiate and close deals with potential customers.
8. **Account Management:** Manage existing customer relationships and identify opportunities for upselling and cross-selling.
9. **Sales Reporting:** Provide regular sales reports and updates to the management team.
10. **Collaboration:** Work closely with internal teams (IIIT Dharwad faculty, students, career guidance cell and student clubs).
11. **Networking:** Foster relationships with investors, mentors, corporations, and ecosystem partners.

12. **Business Development:** Support startups in fundraising, partnerships, and customer acquisition.

**Requirements:**

1. 5+ years of experience in startup incubation, acceleration, or entrepreneurship.
2. Bachelor's/Master's degree in Engineering, Business, Entrepreneurship, Marketing or related field.
3. Strong network in startup ecosystem, including investors, mentors, and founders.
4. Excellent communication, interpersonal, and project management skills.
5. Proven track record in supporting sales in an academic attached research park section 8 environment would be a plus.
6. Experience with program management, event organization, tech sales and community building.

**Desirable Skills:**

1. Excellent communication, presentation, and negotiation skills.
2. Strong understanding of the sales process and sales strategy.
3. Ability to work in a fast-paced environment and prioritize multiple tasks. Operate in a target oriented, agile, corporate like startup environment.
4. Strong analytical and problem-solving skills.

**What We Offer:**

1. Competitive salary and benefits package that reflects your experience and qualification.
2. Variable Pay: A structure that recognizes and rewards your sales performance.
3. Opportunities for professional growth and development in a fast-paced and dynamic environment
4. Dynamic work environment.

If you are a motivated and experienced sales professional, looking for a new challenge and have the expertise to drive growth, please send your CV right away to [ceo\\_idrp@iiitdwd.ac.in](mailto:ceo_idrp@iiitdwd.ac.in) mentioning "Application for Business Manager" in the subject line!