



iHub Drishti Foundation (iHub Drishti) is a Section-8, Not-for-profit Company, promoted by and at the Indian Institute of Technology Jodhpur under a National Mission on Interdisciplinary Cyber Physical Systems (NM-ICPS) of the Government of India. iHub Drishti is a Technology Innovation Hub focused around “Computer Vision, Augmented Reality and Virtual Reality”.

iHub Drishti Foundation invite applications from Indian Nationals possessing an excellent academic background and relevant experience for the post of:

Job Title: Business Development Officer

Job Profile:

- To identify new market opportunities via market research and initiate contact with executives to establish strategies for pursuing those new opportunities. Planning and overseeing new marketing initiatives.
- Contacting potential clients to establish rapport and arrange meetings. Researching organizations and individuals to find new opportunities.
- Generate leads and cold call prospective customers.
- Interpret P&L, Earnings, and Inventory reports.
- Travel to meet clients, attend conferences and industry events. Developing quotes and proposals for clients as needed.
- Think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business.
- Maintain positive growth in your market area and respond to all issues with prompt attention.
- Develop a growth strategy focused both on financial gain and customer satisfaction.
- Analyze current and past financial data, such as sales reports, and provide strategies to cut costs and increase revenue.
- Create and improve proposals for our existing and new clients.
- Prepare the budget and continually track expenses, as well as make sure we're on track to hit revenue targets.
- Develop and deliver pitches for potential investors. Increasing the value of current customers while attracting new ones.
- Developing goals for the development team and business growth and ensuring they are met.

Essential Qualification and Knowledge with Expertise:

- Master of Business Administration or its equivalent with first division from a recognized University/Institute with minimum 3 years of experience in Sales, Marketing, IT, Administration, Research.
- Experience in bidding for government and line ministry projects.
- Ability to Identify new market opportunities via market research and initiate contact. Planning and overseeing new marketing initiatives.
- Ability to perform market research to identify new opportunities and engage with executives to establish strategies for pursuing those new opportunities.



- Hands-on experience with social media handles and experience in organic/inorganic marketing.
- Expertise in generating leads and cold call prospective customers.
- Ability to travel to meet clients, attend conferences and industry events. Developing quotes and proposals for clients as needed.
- Possess understanding of how to interpret P&L, Earnings, and Inventory reports.
- Strong communication and Presentation skills.
- Ability to manage complex projects and multi-task. Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
- Proficient in Word, Excel, Outlook, and PowerPoint.
- Ability to maintain positive growth in your market area and respond to all issues with prompt attention.
- Excellent analytical, problem-solving and management skills. Exceptional negotiation and decision-making skills.
- Strong business acumen and Detail-oriented.

Compensation

- As per discretion of the Board with annual performance linked incentives in addition.
- Tenure: Initially 1 year (reviewable and renewable based on performance)
- Age: Preferably less than 40 Years
- Location: Jodhpur (may not be a constraint)

Information regarding the application process:

Applications will be accepted via (<https://tinyurl.com/ihubdrishti-BD>). Interested candidates may apply by sending their CV covering educational and professional qualifications in the relevant field along with work experience, last salary drawn, contact details, and references with necessary documentary evidence by filling above mentioned form **on or before the last date of February 17th, 2023.**

Additional information:

- (1) Applicants are advised to ensure, before applying, that they possess at least the minimum essential qualification and experience laid down for the post.
- (2) Eligibility of a candidate and satisfaction of any other short-listing criteria shall be considered as on the last date of the submission of the online application.
- (3) The qualification prescribed should have been obtained from recognized Universities/ Institutions.
- (4) In case of exceptional candidates, the iHub Drishti foundation reserves the right to relax qualifications and/or experience.
- (5) *Shortlisted candidates shall be called for the further recruitment process.*
- (6) *Decision of the board will be final for both Shortlisting and Selection process.*



- (7) iHub Drishti foundation reserves the right to fill or not to fill any or all of the advertised posts.
- (8) iHub Drishti Foundation reserves the right to fill up the post, not to fill up the post or cancel the advertisement in whole or partly without assigning any reason.
- (9) No hard copy application is to be submitted. No email application is to be submitted.
- (10) No correspondence will be entertained from the candidates in connection with the process of selection/interview.
- (11) Canvassing in any form will be a disqualification. Application which is incomplete, not in prescribed format, will be summarily rejected.
- (12) Application with insufficient information or without relevant supporting documents will not be considered for further processing. Applications without self-attested supporting documents will be summarily rejected.
- (13) Persons employed in Government/ Quasi-Government organizations should submit their applications through proper channels.
- (14) The appointed person shall have no claim of appointment / absorption in any companies, departments or centers of IIT Jodhpur.
- (15) The appointment of the applicant will be governed by the terms & conditions of the iHub Drishti Foundation, IIT Jodhpur in effect on time-to-time basis
- (16) Specific queries, if any, may be directed to the email: hr@ihub-drishti.ai.
- (17) iHub Drishti foundation may verify the antecedents or documents submitted by a person at the time of appointment or during the tenure of the service. In case, it is detected that the documents submitted by the candidates are fake or the candidate has a clandestine antecedents or background and has suppressed the said information, then his or her services shall be terminated.
- (18) Any dispute with regards to the selection/recruitment will be subject to Courts / Tribunals having jurisdiction at Jodhpur.

Officer In-charge
iHub Drishti Foundation
TIH on CV-ARVR, NM-ICPS
Indian Institute of Technology Jodhpur