



a-IDEA

Association for Innovation Development of Entrepreneurship in Agriculture

Technology Business Incubator

ICAR- NATIONAL ACADEMY OF AGRICULTURAL RESEARCH MANAGEMENT

Rajendranagar, Hyderabad, Telangana - 500 030.



Job Description- Business Development Manager

a-IDEA, The Technology Business Incubator of NAARM requires a Business Development Manager to manage the “AGRI UDAAN” Food & Agribusiness Accelerator. This role would include overall management of the accelerator program, fund raising, partnership development, monitoring & scaling of startup cohort, stakeholder management, and angel affiliations. The duration of the contractual engagement is co-terminus with the project.

Qualification and Experience

Bachelor’s degree from a Premier Institute in Agriculture & allied sciences / Engineering/ with a post-graduation in M.B.A- Agribusiness / Finance/ Entrepreneurship/ / Marketing/ Rural management/ with first division. The candidates with minimum 2 years of work experience in the area of Agribusiness / previous experience with startups/ incubators/ accelerators etc. The candidate should be a team player, with age not exceeding 30 years.

Job description:

Reporting to COO, the candidate is required to handle:

- Manage overall Accelerator program, partnership development, fund raising for program.
- Stakeholders management- including partners, sponsors, mentors, corporates, startups, investors and other critical stakeholders of the accelerator ecosystem.
- Fast track scaling up of the startup cohort as a part of the intense acceleration program.
- Angel affiliations- with angels, seed funds, CSR, VC firms, etc.
- Fund raising for startup cohorts of accelerator through external investors and setting up deal flow for seed investments of a-IDEA.

Consolidated emoluments:

A consolidated remuneration of Rs. 40,000- 45,000/ - per month. Salary is negotiable in this range based on candidature, work experience & previous job credentials.

How to apply:

Send your resumes to careers.aidea@naarm.in latest by 10th of Nov 2018. Resumes are accepted only through e-mails. Shortlisted candidates will be called for interview in November 2018. No TA/DA charges will be paid for attending interview.

Pr. Scientist & CEO