



No.: TEXMiN/Rect/M(BD)/2023-24/289

Dated: January 15, 2024

POSITION FOR MANAGER (BUSINESS DEVELOPMENT)

Indian Institute of Technology (Indian School of Mines), Dhanbad [IIT (ISM) Dhanbad] has been entrusted for the establishment of a mining technology innovation hub under the National Mission for Interdisciplinary Cyber-Physical Systems (NMI-CPS). As mandated under the framework of National Mission on Interdisciplinary Cyber-Physical Systems (NM-ICPS) by Department of Science and Technology (DST), Govt. of India, Technology Innovation Hub (TIH) at IIT (ISM) is aimed at becoming the nodal centre heading the innovation activities in Exploration and Mining.

In order to carry out the activities of TIH, a section 8 SPV has been established in the name of TECHNOLOGY INNOVATION IN EXPLORATION AND MINING FOUNDATION (TEXMiN) at IIT (ISM). The section 8 company will work as an umbrella body to nurture and promote the objectives and activities of TIH in Exploration & Mining in the framework of NM-ICPS, DST, GoI. TEXMiN Hub is financially supported by DST, GoI for a period of five years. The Hub is to be governed by its Hub Governing Body (HGB).

TEXMiN is looking for a dynamic Manager (Business Development) of TEXMiN to accomplish the mission of the organization. The details of the post are as under:

Position	MANAGER (BUSINESS DEVELOPMENT)
Number of Position (s)	01
Company	TEXMiN Foundation, IIT (ISM) Dhanbad
Sponsoring Agency	DST, GoI
Tenure	Initially for a period of 2 years or till project tenure (Renewable/extendable based on annual performance)
Job Description	<ul style="list-style-type: none">• Assess and evaluate mining/mineral exploration market growth and revenue potential• Develop and manage relationships with key stakeholders to promote market outreach and business development• Develop and implement new ideas that will achieve team and organization-wide goals• Develop new relationships in an effort to grow business and help organization expand• Conduct face to face meetings including presentations, webinars and product demonstrations• Support funding opportunities and formalizes business development plans and presentations• Responsible for ensuring delivery timelines and adherence to customer quality and standards and customer relationship management
Essential Qualification & Experience	<ul style="list-style-type: none">• First class Bachelor's degree in Mining/ Mining & Machinery/Mechanical Engineering from a leading institute with a minimum 2 years of experience in technology sector business development
Desirable Profile	<ul style="list-style-type: none">• Experience working with institutions and other external partners to create longstanding relationship• Demonstrated knowledge of academic and business relations through taking ownership and resolving each concern or problem as appropriate, exhibiting professionalism and expertise in every interaction• Demonstrated knowledge of consulting methods, techniques, and practices• Experience in a sales, proposals or procurement environment is an asset

	<ul style="list-style-type: none"> • Experience in dealing with PSUs • Excellent customer service focus with the ability to quickly build strong working relationships with clients, business partners, and other colleagues • Last but not least, a good knowledge of PowerPoint, word, excel and other branding/media tools like mostly InDesign, Figma, Adobe Photoshop and so is a MUST.
Maximum Age limit	40 years
Salary	Rs. 50,000-60,000/- per month (consolidated) with 3-10% increment based on performance
Method of Recruitment	Online/Offline
Apply to	TEXMiN Foundation through email: texmin@iitism.ac.in
Application is required to be submitted online latest by 5th February, 2024	
<ul style="list-style-type: none"> • Prospective candidates are required to send a copy of their updated cv along with enclosing copies of the relevant supporting documents regarding age, essential qualification, experience, desirable profile etc. through email texmin@iitism.ac.in within the due date. • The shortlisted candidates will be informed through emails for attending the interview. The selected candidate will be required to bring the original certificates and supporting documents for verification at the time of joining. • The post is purely temporary and co-terminus with the completion of the tenure of the candidate, however continuation of the person in TEXMiN Foundation is subjected to his/her satisfactory performance. • For further details candidates may contact through email: texmin@iitism.ac.in 	

***GENERAL INSTRUCTIONS TO THE CANDIDATES**

1.	<p>(a) The TEXMiN, IIT ISM Dhanbad reserves its right to place a reasonable limit on the total number of candidates to be called for selection process.</p> <p>(b) Fulfilment of qualifications per-se does not entitle a candidate to be called for selection process. Desirable qualifications shall also be taken into account for scrutiny of applications.</p> <p>(c) The TEXMiN, IIT ISM Dhanbad reserves the right not to fill up the positions, cancel the Advt. in whole or in part without assigning any reason and its decision in this regard shall be final.</p> <p>(d) All advertised positions are purely temporary and contractual in nature and the selected candidates cannot claim for appointment against any regular positions in the Institute/ TEXMiN, IIT ISM Dhanbad.</p> <p>(e) The engagement of all advertised positions will be subject to their medical fitness and Police Verification.</p> <p>(f) The TEXMiN, IIT ISM Dhanbad reserves its right to terminate the contractual engagement of all advertised positions by giving one month notice or one month's remuneration in lieu thereof without assigning any reason.</p> <p>(g) Leave is not a matter of right. However, all advertised positions may be allowed 30 days' Casual Leave in a calendar year. The leave, if not availed by 31st December in the year will not be carried forward to next year and will lapse. They will not be entitled for payment of any cash equivalent in lieu of unutilized leave.</p>
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	<p>(h) All advertised positions will not be entitled for any accommodation or any other type of allowance.</p> <p>(i) All advertised positions may apply for termination of their contractual engagement on two months' notice. However, their relieving will be subject to the condition that the work being undertaken by them does not get hampered and that an alternative arrangement has been made by the TEXMiN, IIT ISM Dhanbad prior to his/her relieving.</p> <p>(j) The TEXMiN, IIT ISM Dhanbad reserves the right to impose any other reasonable conditions to safeguard the interests of the TEXMiN, IIT ISM Dhanbad.</p>
2.	The closing date for submission of application shall be considered as the cut-off date for age, educational qualification and experience etc.
3.	The TEXMiN, IIT ISM Dhanbad reserves the right to assign/ transfer the selected candidates to any section/department within the TEXMiN, IIT ISM Dhanbad and engagements will be offered accordingly.
4.	<p>The shortlisted candidates will be called for an Interview. In the event of receipt of large number of applications, written test may also be conducted for shortlisting the candidates for interview. The final selection will be on the basis of performance in the interview.</p> <p>The Committee constituted to conduct the Practical Trade Test and Written Test will decide the minimum qualifying marks for Written & Practical Trade Test in accordance with the number of vacancies and performance of the candidates and its decision shall be final.</p>
5.	<p>i) Applications received after the closing dates and incomplete applications will be summarily rejected.</p> <p>ii) The applicants should keep visiting the website of the TEXMiN and IIT (ISM), Dhanbad for any information related to the recruitment process.</p> <p>iii) TEXMiN, IIT ISM Dhanbad reserves its rights to decide the method of Selection Process depending upon the number of applications/shortlisted candidates.</p> <p>iv) The candidates applying for the post(s) should ensure that they meet all the eligibility conditions. If at any stage it is found that the candidate is not meeting the eligibility conditions, his/her candidature will be summarily rejected.</p>
6.	Legal disputes, if any, regarding the above will be restricted within the jurisdiction of Dhanbad only.