



PILANI INNOVATION AND ENTREPRENEURSHIP DEVELOPMENT SOCIETY (PIEDS)



JOB DESCRIPTION

About BITS, Pilani	<p>Birla Institute of Technology & Science, (BITS Pilani) is an Institution declared as Deemed to be University under Sec. 3 of the UGC Act in 1964 and is a renowned science and technology institute. It is located in Pilani, Rajasthan, India. In addition to Pilani, BITS Pilani has campuses in Dubai, Goa, and Hyderabad.</p> <p>Pilani Innovation and Entrepreneurship Development Society (PIEDS) was established on 16th September 2013, under "The Rajasthan Societies Registration Act, 1958" with an objective to promote entrepreneurship through incubation, business support, seed fund support, mentoring to technology based startups addressing business and societal problems.</p>
Industry	Higher Education
Post/Job Title	Manager – Outreach, Partnerships and Fundraising
Reporting to	Joint Secretary, PIED Society, BITS Pilani
No of positions	One
Job Location	Pilani
Principal Accountabilities & Responsibilities	<ul style="list-style-type: none">• Partnerships: Identifying and maintaining partnerships with various partners for success of the incubators and incubates. Typical partnerships would be with service providers, technology companies, other incubators, alumni, VCs & Angels etc.• Mentoring: Onboarding and maintaining mentors at the incubators, ensuring mentoring program success through effective implementations and relationship management.• Fundraising: Raise funds from institutions, corporate organizations, foundations and individuals for various needs of the incubators.• Outreach: Represent PIED Incubator at various forums and conferences and ensure the success stories are well documented and portrayed across media and PIED Website.• Events and Conferences: Organize events and conferences (physical + online) as per the incubator plan, both within the campus and outside, for developing incubates and strengthening a culture of knowledge exchange.
Qualification and Personal Profile	<ul style="list-style-type: none">• B. Tech /B. E. with 6 years and MBA with 2 years of relevant experience in the startup ecosystem as an innovator or entrepreneur or incubation manager with strong collaboration and influence skills. Working for an educational institution incubator would be a plus.• The candidate should be dynamic having both business and technical background, and experience in program management and cross-functional team facilitation.• The role requires a strong target achievement focus and a self-starter attitude
Other Skill and Ability Requirements	<ul style="list-style-type: none">• Excellent communication – written and spoken• Fundraising and /or business development• Ability to analyze market opportunities and develop go-to-market strategies.• Documentation and presentation skills. Familiarity with digital media and social networking.

Room No.: 2243, BITS Pilani, Vidya Vihar Campus, Pilani, Rajasthan - 333031, India.

Visit us: www.piedsociety.org



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Remuneration

Competitive compensation, as per educational institution incubation set up standards.
In addition, an appropriate housing facility will be provided within the campus