



iHub Anubhuti-IIITD Foundation

(A Section 8 Company, Promoted by IIIT-Delhi)
Under the aegis of the **National Mission on Interdisciplinary Cyber-Physical Systems (NM-ICPS)** of the
Department of Science and Technology (DST), Government of India (GoI)



iHub-Anubhuti/2026/Hiring/01

Date: 13th April 2026

Inviting applications for the position of 'Business Development Manager – Startup Engagement & Skill Development'

IHUB ANUBHUTI-IIITD FOUNDATION (iHub-Anubhuti) is a Section-8, Not-for-profit Company at Indraprastha Institute of Information Technology Delhi (IIIT-Delhi) under the National Mission on Interdisciplinary Cyber-Physical Systems (NM-ICPS) of the Government of India. It is a Technology Innovation Hub supported by the Department of Science and Technology (DST), Govt. of India. Our charter includes creating Intellectual Property, Products and develop collaboration between industries, academic institutions and government agencies to innovate and developing data-driven cognitive computing and social sensing solutions leveraging artificial intelligence and machine learning.

iHub-Anubhuti is looking to hire an individual for the **Business Development Manager** (Startup Engagement & Skill Development) position and invites applications for the same.

Job Title: Business Development Manager (Startup Engagement & Skill Development)

No. of posts: One

Job Profile

The Business Development Manager will lead iHub-Anubhuti's startup engagement initiatives, driving the end-to-end onboarding of startups into our physical incubation space. The ideal applicant must be highly process-oriented, possessing a strong understanding of startup ecosystems, compliance frameworks, and reporting standards. This role is critical in ensuring that startup support, investment processes, and facility utilization strictly adhere to applicable policies, government schemes, and audit guidelines. The manager will serve as the primary bridge between the startups, the Hub's management, and external stakeholders.

Job Responsibilities

1. Startup Onboarding & Incubation Management

- Identify and source startups, preferably working in the similar domain, and assist them in applying for physical incubation programs at iHub-Anubhuti.
- Manage the end-to-end onboarding process for new startups, including executing incubation agreements, seat allocation, and facility orientation.
- Handle the documentation and procedural requirements for the offboarding or transition of startups, ensuring smooth vacation of premises and settlement of dues as per policy.
- Maintain updated, rigorous records for all startups physically utilizing the incubation space.



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2. Compliance, Monitoring & Reporting

- Ensure strict startup compliance with the guidelines of iHub-Anubhuti, the host institute, DST, and specific funding frameworks (e.g., SISFS, DST schemes).
- Collect progress documentation, financial utilization certificates, and operational metrics from startups on a regular basis.
- Maintain highly organized, audit-ready records to track, monitor, and report startup performance, fund utilization, and repayment schedules.
- Prepare comprehensive progress and compliance reports for internal management, the Board, and external government funding agencies.

3. Startup Engagement & Acceleration

- Guide founders and support them in planning their next growth phase, conceptualizing a high-touch mentoring agenda.
- Facilitate the investment and grant disbursement process, ensuring all due diligence and policy protocols are strictly followed.
- Coordinate targeted training sessions, workshops, and awareness programs for startups, faculties, and students.
- Reach out to partner organizations to build a strong pipeline for incubation and funding programs.

4. Skill Development & Capacity Building

- Conceptualize, design, and execute skill development courses, workshops, and certification programs.
- Collaborate with industry experts, host institute faculty, and external training partners to develop curriculum and deliver high-quality educational content.
- Drive the marketing, outreach, and enrollment of these courses to students, working professionals, and corporate partners.
- Manage end-to-end training logistics, monitor participant feedback, and ensure the successful completion and certification of cohorts.

5. Stakeholder & Ecosystem Management

- Establish and maintain strategic relationships with stakeholders, including government bodies, funding agencies, sponsors, industry partners, and the host institute.
- Onboard and maintain a roster of industry mentors to provide dedicated support to incubatees.
- Engage with potential investors, speakers, and experts for various selection and mentorship events.
- Plan outreach activities and maintain a strong social media presence to spread awareness of iHub-Anubhuti's incubation schemes and startup success stories.

Skill Sets, Knowledge, and Experience

- **Educational Qualifications:** Bachelor's degree in science, engineering, business, or any other relevant area. A master's degree will be highly advantageous.
- **Experience:** Minimum 5 years of experience in business development, startup incubation, portfolio management, or a relevant area. Experience handling government grants, seed funds, or compliance reporting is a strong plus.



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- **Desirable Traits:**

- Exceptional understanding of compliance, drafting agreements, and audit readiness.
- Excellent written and verbal communication skills.
- Strong administrative and managerial skills with a firm ability to enforce policies and multitask.
- Proficiency in Microsoft Office, collaborative apps, and progress-tracking tools.

Compensation, Tenure, and Other Details

- **Compensation:** The consolidated salary will be in the range of **INR 8.40 Lakhs to INR 10.80 Lakhs** annually (CTC), commensurate with experience.
- **Tenure:** The job will be of a contractual nature with an initial probation period of 6 months.
- **Benefits:** All other benefits as per iHub's HR Policy shall be provided to the selected candidate.

General Instructions

1. iHub-Anubhuti reserves the right to restrict or increase the number of candidates for the further recruitment process, based on its requirements, qualifications, and experience.
2. iHub-Anubhuti also reserves the right to reject any or all applications without assigning any reasons thereof.
3. Eligibility of a candidate for the post will not automatically mean that they will be shortlisted and called for the further recruitment process. No request in this regard will be entertained for review.
4. The selected candidate will be expected to join within a month from the date of the Offer of Appointment.
5. The compensation stated is tentative, and the selection committee may decide the salary as per the experience and qualifications of the candidate; there is no binding on the management in this regard.

How to Apply

Interested candidates may apply by filling google form.

<https://forms.gle/nGAQEHeCQaSaGVvt7>

Also, you may visit <https://anubhuti.tech/career>

This is a rolling advertisement until the position is filled. Only shortlisted candidates shall be called for the further recruitment process. The decision of the management for the shortlisting and selection will be final.