

JOB DESCRIPTION

Business Development Executive – Training & Partnerships

ABOUT D-COE

The Centre of Excellence in Design (D-CoE) at the Indian Institute of Science (IISc), Bangalore is a premier institution dedicated to fostering innovation, design thinking, and entrepreneurship. Operating at the intersection of academia, industry, and government, D-CoE provides world-class prototyping facilities, immersive training programmes, and a vibrant ecosystem that empowers startups, students, faculty, and industry professionals to ideate, build, and launch transformative solutions.

D-CoE conducts various programmes for college students, faculty and industry professionals. D-CoE also works closely with the Government of Karnataka (GoK) — particularly the Startup Cell under the IT/BT Department — to monitor, mentor, and support high-potential startups. This role sits at the very heart of these two requirements.

ROLE AT A GLANCE

Position Title	Business Development Executive – Training & Partnerships
Department	Centre of Excellence in Design (D-CoE)
Location	IISc Campus, Bangalore, Karnataka
Reporting To	CEO, D-CoE
Employment Type	Full-Time Contractual (Renewable based on performance)
Experience Required	3–5 years in relevant roles
Travel	Frequent — Bangalore and Karnataka region

ROLE SUMMARY

We are looking for a driven, multi-faceted Program Manager who will be the connective tissue between D-CoE and its three key stakeholder groups: startups, industry & MSME partners, and college ecosystems. This is a high-visibility, high-impact role that blends business development, digital marketing, government liaison, startup monitoring, and community building — all anchored to the world-class facilities and programmes of D-CoE at IISc.

The ideal candidate combines a technical foundation with an MBA mindset, is comfortable navigating college campuses as confidently as startup garage spaces, and is equally at ease crafting compelling digital content and running data-driven marketing campaigns. If you thrive at the intersection of design, technology, entrepreneurship, marketing, and impact — this role is built for you.

KEY RESPONSIBILITIES

A. Business Development – Training Programmes Develop and execute outreach strategies to drive enrolments across D-CoE's training programmes. Identify and approach prospective

participants from colleges, industry, and the startup ecosystem. Build institutional tie-ups, manage a lead pipeline, and meet monthly enrolment targets. Build and maintain a CRM pipeline. Prepare compelling pitch decks, brochures, and proposals

B. Digital Presence & Outreach Manage D-CoE's social media handles and website content to keep them current and engaging. Create simple content (posts, reels, event announcements) and use digital channels — WhatsApp, email, social media — to promote programmes and events. Capture and share stories and testimonials from D-CoE activities to build an authentic online presence.

C. College & Industry Ecosystem Engagement Build relationships with college innovation cells, design clubs, and TPOs to create enrolment pipelines. Engage with MSMEs and industry associations (CII, FICCI, NASSCOM, KASSIA, etc.) to pitch D-CoE's programmes as capacity-building tools. Represent D-CoE at college fests, industry events, and networking forums. Build a network of student ambassadors across colleges. Explore co-branding, sponsorship, and CSR funding opportunities with industry partners.

D. Prototyping Facility Outreach Scout and onboard startups, students, and innovators who can benefit from D-CoE's prototyping infrastructure. Act as the first point of contact for facility enquiries and coordinate scheduling and project tracking. Build a pipeline of startups, MSMEs, and innovators regularly utilising D-CoE's physical infrastructure.

E. Startup Monitoring & Government Liaison Serve as the point of contact for startups monitored by D-CoE on behalf of the Government of Karnataka. Track startup progress, facilitate periodic reviews, coordinate compliance documentation, and maintain a transparent reporting system for leadership.

F. Innovation Forums & Community Building Plan and conduct monthly Innovation Forums bringing together startups, industry, and academia. Curate speakers, document outcomes, and use forum content to build D-CoE's community and digital presence. Leverage forum content for digital marketing.

G. Any other duties as required by the organisation.

QUALIFICATIONS & EXPERIENCE

Minimum Eligibility Criteria

- MBA with 3 years of relevant experience (Experience in educational institutions will be preferred).
- Age limit: 45 years maximum. Admissible age relaxation for SC, ST, OBC and PH will be extended.

Essential Qualifications

- Bachelor's degree in Engineering, Technology, Business, or a related discipline.
- MBA from a recognised institution — preferably with a focus on Marketing, Entrepreneurship, Strategy, or Innovation Management.
- 3–5 years of professional experience in roles spanning business development, digital marketing, startup ecosystems, programme management, or technology commercialisation.

Preferred Experience

- Hands-on experience in digital marketing — running paid campaigns (Google, Meta, LinkedIn), managing social media, and executing email marketing strategies.
- Proficiency with digital tools such as Canva, Adobe Creative Suite, Mailchimp, HubSpot, Google Analytics, Meta Business Suite, or equivalent.
- Prior experience working with startups, incubators, accelerators, or innovation hubs.
- Demonstrated track record in B2B or institutional sales — particularly in the education, skilling, or innovation space.
- Experience organising events, forums, workshops, or community programmes.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work independently and as part of a team, with a proactive and results-oriented approach.

SKILLS & COMPETENCIES

Functional / Technical Skills	Behavioural / Leadership Skills
Business development & institutional sales	High initiative and ownership mindset
Startup ecosystem knowledge	Comfortable with ambiguity and rapid change
Programme / project management	Strong relationship-building across stakeholders
Government liaison & documentation	Self-driven with ability to work independently
CRM tools and outreach management	Persuasive and empathetic communicator
Event management & community building	Creative thinking for content and campaigns
Digital content creation & management	Collaborative team player
Lead generation & marketing analytics	Resilience and persistence in outreach
Email marketing & automation tools	Organised with strong follow-through
Strong written & verbal communication	Willingness to travel across Karnataka
Data reporting and performance tracking	

COMPENSATION

Consolidated salary offered will be commensurate with qualifications and experience, ranging from INR 40,000/- to INR 70,000/- per month. Final salary determination will be based on the candidate's performance during interviews, their relevant experience, and other pertinent factors, ensuring competitive compensation aligned with qualifications and achievements.

GENERAL CONDITIONS

- Duration: The positions are on contract and will be temporary for a period of ONE year and renewable annually for a maximum period of 5 years, based on satisfactory performance and at the discretion of the authorities of the Institute.
- Selection Method: Interviews for shortlisted candidates will be held Online or at Indian Institute of Science Campus, Bangalore, and will be notified.
- Applicants who possess the minimum educational qualification as on the date of advertisement only need to apply.
- Candidates would be expected to work on any of the three shifts including night shifts and holidays.
- No accommodation will be available on the Institute campus.
- Admissible age relaxation for SC, ST, OBC and PH will be extended.

WHAT WE OFFER

- A unique opportunity to work at one of India's most prestigious research institutions — IISc Bangalore.
- A front-row seat to startup and innovation ecosystem, with direct government interface.
- Access to world-class prototyping labs, design studios, and learning resources at D-CoE.
- A dynamic, entrepreneurial work environment with significant autonomy and ownership.
- Exposure to senior government officials, industry leaders, investors, and academic thought leaders.
- Certificate of association with IISc — one of the most respected brands in Indian academia.

IDEAL CANDIDATE PROFILE

You bring a natural flair for building relationships, digital marketing, a curiosity for the design and innovation space, and the drive to make things happen with limited hand-holding.

You are comfortable wearing multiple hats, flexible to work beyond standard hours during events or critical engagements and adapt quickly when priorities shift. You measure your success by enrolments filled, relationships built, and programmes that reach the people who need them. Above all, you care about impact — and you want your work to mean something.

HOW TO APPLY

Interested candidates are invited to send the following to dcoe@fsid-iisc.in by 10th May 2026:

- Updated CV / Resume
- A brief cover letter (max 300 words) describing why this role excites you and a relevant achievement from your career
- LinkedIn & Instagram profile links

Subject Line: Application — Program Manager | D-CoE IISc

Shortlisted candidates will be contacted for an initial screening call, followed by a task-based assessment and a personal interview with D-CoE leadership.

D-CoE at IISc is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. We strongly encourage applications from women and candidates from diverse backgrounds.