

No.: TEXMiN/Rect/SM(BD)/2025/366
Dated: March 20, 2025
POSITION FOR SENIOR MANAGER (BUSINESS DEVELOPMENT)

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

To carry out the activities of TIH, a section 8 company has been established by the Department of Science and Technology, Govt of India, in the name of TECHNOLOGY INNOVATION IN EXPLORATION AND MINING FOUNDATION (TEXMiN) at IIT (ISM) Dhanbad. 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, and GoI. DST and GoI have financially supported TEXMiN Hub for five years. The Hub is to be governed by its Hub Governing Body (HGB).

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

Position	SENIOR MANAGER (BUSINESS DEVELOPMENT)
Number of Positions (s)	01
Company	TEXMiN Foundation
Sponsoring Agency	DST, GoI
Job Description	<ul style="list-style-type: none"> ○ Business Development, Strategic Partnerships & Proposal Management ○ Project Management & Execution ○ Technology Commercialization & Innovation Support ○ 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 to grow business and help the organization expand ○ Conduct face-to-face meetings, including presentations, webinars, and product demonstrations ○ Support funding opportunities and formalize business development plans and presentations ○ Bring in customers and industry partners for TEXMiN's capacity-building programs
Essential Qualification & Experience	<ul style="list-style-type: none"> ○ First class bachelor's degree in engineering/technology, preferably in Mining/ Mining & Machinery/Mechanical Engineering from a leading institute with a minimum of 4 years of experience in the technology/industry sector <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> ○ First class master's degree in business administration (MBA) or engineering, preferably in Mining/ Mining & Machinery/Mechanical Engineering from a leading institute with a minimum 2 years of experience in the technology sector/ industry sector

Desirable Profile	<ul style="list-style-type: none"> ○ Experience working with institutions and other external partners to create a 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 ○ 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 on is a MUST.
Maximum Age limit	Preferably below 40 years
Salary	Consolidated pay of Rs. 80,000- 1,00,000/- per month with 3-10% (annual) increment based on performance. Other incentives as per the TEXMiN norms.
Method of Recruitment	Online/Offline
Apply to	TEXMiN Foundation through email: texmin@iitism.ac.in
Application is required to be submitted online latest by 10th April, 2025	
<ul style="list-style-type: none"> • Prospective candidates must 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 at texmin@iitism.ac.in within the due date. • The shortlisted candidates will be informed through emails for attending the interview. The selected candidate must 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, the person's continuation in the TEXMiN Foundation is subject to his/her satisfactory performance. • For further details, candidates may contact through email: texmin@iitism.ac.in 	

***GENERAL INSTRUCTIONS TO THE CANDIDATES**

1.	(a) The TEXMiN reserves its right to limit the number of candidates to be called for the selection process.
	(b) Fulfilment of qualifications per se does not entitle a candidate to be called for the selection process. Desirable qualifications shall also be taken into account for scrutiny of applications.
	(c) The TEXMiN reserves the right for an exceptionally meritorious candidate; the selection/scrutiny committee may relax the essential experience.
	(d) The TEXMiN reserves the right not to fill up the positions or cancel the Advt. in whole or in part without assigning any reason, and its decision in this regard shall be final.
	(e) All advertised positions are temporary and contractual, and the selected candidates cannot claim for appointment against any regular positions in the Institute/ TEXMiN.

	(f) The engagement of all advertised positions will be subject to their medical fitness and Police Verification.
	(g) The TEXMiN 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.
	(h) 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 to payment of any cash equivalent in lieu of unutilized leave.
	(i) All advertised positions will not be entitled to any accommodation or any other type of allowance.
	(j) 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 they undertake does not get hampered and that an alternative arrangement has been made by the TEXMiN before his/her relieving.
	(k) The TEXMiN reserves the right to impose any other reasonable conditions to safeguard the interests of the TEXMiN.
2.	The closing date for submission of the application shall be considered as the cut-off date for age, educational qualification, experience, etc.
3.	The TEXMiN reserves the right to assign/ transfer the selected candidates to any section/department within the TEXMiN and engagements will be offered accordingly.
4.	<p>The shortlisted candidates will be called for an Interview. In the event of receipt of many applications, a written test may also be conducted for shortlisting the candidates for interview. The final selection will be based on 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 the Written & Practical Trade Test in accordance with the number of vacancies and performance of the candidates, and its decision shall be final.</p>
5.	i) Applications received after the closing dates and incomplete applications will be summarily rejected.
	ii) The applicants should keep visiting the website of the TEXMiN and IIT (ISM), Dhanbad for any information related to the recruitment process.
	iii) TEXMiN reserves its rights to decide the method of Selection Process depending upon the number of applications/shortlisted candidates.
	iv) The candidates applying for the post(s) should ensure 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.
6.	Legal disputes, if any, regarding the above will be restricted within the jurisdiction of Dhanbad only.