

**Advertisement for the post of Chief Executive Officer for
Atal Incubation Centre - IIM Nagpur Foundation for Entrepreneurship
Development (AIC-INFED), hosted & promoted by
INDIAN INSTITUTE OF MANAGEMENT NAGPUR**

IIM Nagpur/AIC-INFED/2023-24/Advt.-01

Date: 24th May 2023

About **Atal Incubation Centre** under the aegis of **Atal Innovation Mission, NITI Aayog**:

Atal Innovation Mission (AIM) is the Government of India's endeavor to promote a culture of innovation and entrepreneurship. Its objective is to serve as a platform for the promotion of world-class Innovation Hubs, Grand Challenges, Start-up businesses, and other self-employment activities, particularly in technology-driven areas.

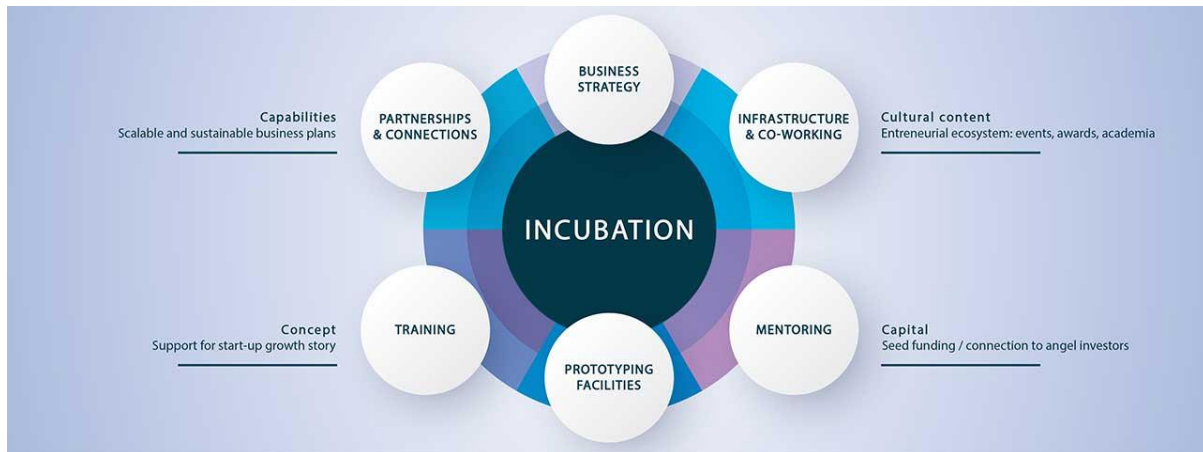


Under its core objectives, AIM intends to support the establishment of new incubation centres called Atal Incubation Centres (AICs) that would nurture innovative start-up businesses in their pursuit to become scalable and sustainable enterprises. Along with AICs, AIM shall also provide scale-up support to a few distinguished incubation centres of the country. These incubation centres, referred to as Established Incubation Centers (EICs) have already been in existence, but AIM intends to further catalyze their performance by providing them scale-up support.

About **AIC-IIM Nagpur Foundation for Entrepreneurship Development (AIC-INFED)**:

The Atal Incubation Centre - IIM Nagpur Foundation for Entrepreneurship Development (AIC-INFED) is the business incubator and regional innovation organizer promoted and hosted by the Indian Institute of Management Nagpur (IIM Nagpur), an Institute of National Importance. The AIC-INFED is a strategic initiative for the Indian Institute of Management Nagpur (IIM Nagpur) catering to the vision of being an entrepreneurial institute. We intend

to play a crucial role in bringing together the three most important pillars of the triple helix of innovation i.e. Industry – Academia – Government. The AIC-INFED endeavors to catalyze regional and national economic development. It aims to channel efforts toward new enterprise creation by emerging as an inclusive platform for aspiring and existing entrepreneurs. The AIC-INFED intends to promote an entrepreneurial and innovative mindset among youth, women, and other sections of society.



The AIC-INFED enables entrepreneurial ambitions among individuals and groups via the business management expertise of its Advisors, Mentors, Coaches, and Trainers. The AIC-INFED focuses on capacity building of aspiring and existing entrepreneurs by organizing workshops, masterclasses, 1-on-1 mentoring sessions, and a host of other activities. We also facilitate the participation of startups in networking events and access to the market. We have collaborated with a number of active Entrepreneur Support Organizations (ESOs), Technical Institutes, and Research and Development organizations at regional, state, and national levels. These collaborations present an unparalleled opportunity for the incubated startups at the AIC-INFED to create a compelling value proposition for themselves.

Job Title: Chief Executive Officer (CEO)

Job Description: The Chief Executive Officer (CEO) at AIC-INFED will lead the center operationally and strategically reporting to the Chairman of the Board of Directors of AIC-INFED. The CEO, AIC-INFED will be responsible for the achievement of Goals and Deliverables as committed by the AIC-INFED to the AIM, NITI Aayog, and towards the creation of an entrepreneurial and innovation ecosystem.

- The CEO will be required to give direction to the Company primarily towards establishing it as a key player in incubation/ acceleration space which includes establishing world-class incubator(s), strategy to build, execute and scale incubation programs, outreach activities, measure impacts, collaborate with the partners/ stakeholders of the start-up/ entrepreneurial ecosystem, etc.
- The CEO will be required to provide overall strategic guidance, framing procedures, guidelines, best practices, etc., for coordination, consolidation, synergy, and success of incubator(s) and incubated start-ups.
- The CEO will be responsible for identifying and attracting suitable start-ups and entrepreneurs.
- The CEO will act as the “Chief Experimenter” and encourage start-up ventures to innovate, promote the culture of innovation, help them in converting ideas into products/ IPs and commercialization, and create significant value for start-ups and investors.
- The CEO will be required to facilitate the growth of start-ups and help them become successful.
- The CEO will be required to liaison, develop and strengthen relationships with Govt. agencies, academia, other incubators, venture capitalists, and angel/ seed funding institutions in India and abroad for investing in the right start-ups, develop a strong cadre of mentors, service providers, and other start-up ecosystem players as required.
- The CEO will be required to spearhead senior-level, strategic relationships with key stakeholders.
- The CEO must be an evangelist for the incubator in all forums and responsible to represent the company as required, including attendance of important functions, industry events and public meetings.
- The CEO will be responsible to create a team primarily involved in managing the project operations and investments, performing outreach and other promotional activities with the culture of entrepreneurship, openness, and integrity, and monitoring its functioning.
- The CEO will be responsible to plan and execute activities within the preapproved quarterly budget including verification and recommendation of the release of

operating expenses, ensuring proper implementation, and strict monitoring of annual plans, budgets, and targets.

- The CEO will be responsible to direct the Finance team to prepare annual budgets, complete risk analysis on potential investments, and advise the Board of Directors with regard to investment risk and return.
- The CEO will be responsible for the Financial Statements of the Company and other compliances.
- The CEO will be responsible to present the company's progress and discuss future plans in the Board meeting held on a periodic basis.

Macro KRAs:

1. Strategic and operational management of AIC-INFED – 60%
2. Business Development for AIC-INFED – 40%

Minimum Essential Qualification:

- Graduation: B.E./ B.Tech./ B.Sc./ BBA/ B.Com. with a minimum of 60% marks
- Post-Graduation: MBA degree with a minimum of 60% marks
- Ph.D. in Commerce/ Management will be an added advantage

Work Experience:

- Minimum 13 years of overall professional experience;
- Minimum 7 years of experience working in an Institute of National Importance in the Industry-Government-Institute engagement domain; and having coordinated with multiple offices and functions;
- Minimum 5 years of experience managing an incubator and incubation programs; Fundraising experience of having raised a minimum of 15 crores through Government schemes;
- Trained in incubation management with having physically attended at least one international training program in incubator management; Sound understanding of systems and processes in Central Government funding agencies supporting innovation and entrepreneurship.



Location: Nagpur

Employment term: CEO, AIC-INFED is a contractual position for a period of 5 years.

Compensation: As per industry standards

Selection Process:

1. Online applications are invited from individuals fitting the eligibility criteria.
2. Only shortlisted candidates will be informed to appear for an online personal interview with an 'Expert Selection Committee'.
3. A formal employment offer shall be offered to the selected applicant.

The 'Expert Selection Committee's decision shall be final and binding on all applicants.

How to apply: Interested applicants can apply on this [link](#) on or before 11:59 PM (2359 hrs) IST on June 3, 2023.