IIT Mandi iHub & HCi Foundation
Technology in Harmony with Human Needs

ADVERTISEMENT
FOR
Assistant Manager-Business Development
IIT MANDI IHUB AND HCi FOUNDATION
A Section – 8 Company Location
– IIT Mandi Campus

About: IIT Mandi iHub and HCi Foundation (iHub) is a section 8 company established under the National Mission on Interdisciplinary Cyber- Physical Systems (NM-ICPS). The focus area of IIT Mandi iHub is "**Human-Centered AI**" The vision of the iHub is to be an internationally recognized hub that nurtures HCi research, enables technology translation for industry, and scales skill development. The four areas of IIT Mandi iHub are Research and Technology Development, Skill Development, Incubation & Acceleration, and Collaboration. For more information, visit www.ihubiitmandi.in.

Applications are invited for the Position of Assistant Manager-Business Development

Apply Here: https://form.typeform.com/to/WFvYEeMu

The Role

MI-RA (Multimodal Intelligence for Real-World Applications) Lab at iHub is one of India's most complete synchronized multimodal capture and compute labs: a 16-camera volumetric rig, OptiTrack motion capture, LiDAR, mmWave radar, an anechoic audio array, and a full physiological suite, all bound to a single master clock. We turn that captured reality into digital twins, sim-to-real training data, and validated Physical AI for partners across healthcare, robotics, manufacturing, and mobility.

We are hiring a **Assistant Manager – Business Development** to identify and develop strategic partnerships and business opportunities for the **MI-RA Lab**. The role will involve engaging with industry and other stakeholders to promote the Lab's advanced multimodal technologies and drive collaborations, revenue generation, and innovation across sectors including healthcare, agritech, media and entertainment, and manufacturing.

Responsibilities:

- Identify and pursue new business opportunities, strategic partnerships, consultancy assignments, sponsored projects, and collaborative opportunities related to the MI-RA Lab's capabilities.
- Develop and maintain relationships with industry partners, government organisations, startups, academic institutions, and other relevant stakeholders across sectors such as healthcare, robotics, manufacturing, and mobility.
- Support the development of business proposals, concept notes, presentations, MoUs, and partnership documents for MI-RA Lab initiatives.
- Identify opportunities for the commercialisation, industry adoption, and deployment of multimodal intelligence, digital twin, and Physical AI technologies developed through the MI-RA Lab.
- Coordinate with technical and research teams to understand the Lab's capabilities and translate them into industry-relevant solutions and business opportunities.
- Support outreach and stakeholder engagement activities, including industry meetings, technology demonstrations, networking events, conferences, and collaborative discussions.
- Identify, track, and maintain a pipeline of potential industry collaborations and business development opportunities.
- Support the planning and execution of industry-focused programmes, technology demonstrations, pilot projects, and collaborative initiatives showcasing the MI-RA Lab's capabilities.

- Support strategic initiatives aimed at strengthening the MI-RA Lab's industry engagement, technology adoption, partnerships, and revenue generation.

Key Skills

- Strong business development and stakeholder management skills.
- Excellent written and verbal communication and presentation abilities.
- Ability to develop business proposals and presentations.
- Strong networking, relationship-building, and negotiation skills.
- Ability to work independently and coordinate with multidisciplinary technical and research teams.
- Proficiency in AI tools.

Desired Skills

- Basic understanding of AI and Multimodal AI and their potential applications across industry and technology sectors.

Qualification

Position	Qualification	Years of Experience
Assistant Manager-Business Development	• Bachelor's/Master's degree in any discipline. • Candidates with a B.Tech/M.Tech degree will be preferred.	Min 6 years of post-degree experience in the relevant area.

Renumeration:

Position	Renumeration
Assistant Manager -Business Development	Up to INR 70,000/- per month based on experience.

Terms/Instructions:

1. *Only shortlisted candidates will be contacted/informed through email/phone.*
2. *IIT Mandi iHub and HCi Foundation reserves the right to fill up the post, not to fill up the position or cancel the advertisement in whole or part without assigning any reason. The company also reserves the right to limit the number of candidates to be called for written tests/or interviews. The decision of the company in this regard will be final.*
3. *Documentary evidence of all educational and professional qualifications will be required to be produced when specified.*
4. *The company can verify the antecedents or documents submitted by a candidate before the appointment, at the time of appointment, or during the tenure of the service. In case it is detected that the documents submitted by the candidates are fake or the candidate has clandestine antecedents/background and has suppressed the said information, then their services shall be terminated.*
5. *If it is found later that any information given in the application is incorrect/false, the candidature/ appointment is liable to be cancelled/terminated.*
6. ***The applications will be considered till the post is filled.***

Contact us: IIT Mandi iHub and HCi Foundation, IIT Mandi, North Campus, Kamand, District Mandi, Himachal Pradesh 175005

Email: hr@ihubiitmandi.in

Website: www.ihubiitmandi.in

Note: All applications should be routed through the application link provided for each position in the advertisement. Email us only in case of questions