

AIC STPINEXT INITIATIVES

(A Section 8 Company incorporated by Software Technology Parks of India)
C/o STPI, Office Block-1, 1st floor, East Kidwai Nagar, New Delhi-110023

Employment Notice No. STPIH/Rect./2022-2023/002

Job Title	Chief Operating Officer (COO) for KALPATARU Centre of Entrepreneurship (CoE) at Visakhapatnam
Nature of appointment	Contract for 3 years or co-terminus with CoE, whichever is earlier.
Age Limit	Below 45 years (relaxation permissible for deserving candidates)

Eligibility Criteria-

(a) Educational and other qualifications-

- **Essential:** Bachelor in Technology/Engineering (or equivalent degree) or Master in Technology/Engineering/Science from a recognized, accredited and reputed institute/university
- **Desirable:** An MBA part time/full time from a recognized, accredited and reputed institute/university

(b) Work Experience-

- **Essential:** AIC STPINEXT INITIATIVES is looking to hire an individual with impeccable track record with minimum 8 years of overall experience in the IT industry, start-up ecosystem as co-founder/founder/CxO and/ or as an enabler of Start-up, Innovation & entrepreneurship ecosystem by virtue of managing/leading/scaling reputed Innovation & start-up promoting organizations/ incubators/ accelerators/ centres-of-entrepreneurship/ entrepreneurship development cells / mentoring organization etc.

Key Skills:

- Applicant should have Business Acumen and eye for details.
- Applicant must be able to clearly demonstrate entrepreneurial skills and experience as an enabler for startups/Innovation ecosystem or as an entrepreneur or start-up founder himself/herself.
- Applicant must have a detailed knowledge of all the domains & areas which constitute the start-up ecosystem
- Applicant must have a clear understanding of local, national and global start-up ecosystems.
- Applicant must possess strong presentation, verbal and written communication skills.

- Applicant must be able to effectively manage internal and external stakeholders.
- Applicant should be familiar with emerging technologies such as Artificial Intelligence, Internet of Things, Machine Learning, Analytics, Block chain, Health Informatics, Cyber Security etc.
- Applicant with previous experience of leading an entrepreneurial and ambitious organization with demonstrable success shall be preferred.
- Applicant with previous experience of working at the senior level position collaborating with government departments/ agencies/ allied organizations/ Private sector/ venture Capitalists, along with demonstration of fundraising for non-profit organizations shall be preferred.

Job Description-

- The COO in consultation with the CEO and STPI Jurisdictional Director of the respective CoE shall develop vision, strategy and business model to achieve the objectives of the domain specific CoE being established by STPI and implemented by AIC STPINEXT INITIATIVES.
- The COO will closely work with the CEO and STPI Jurisdictional Director of the respective CoE for implementation of strategy, review and plan for continuous improvement.

The COO will be required:

- To give direction to the CoE primarily towards establishing the CoE as a key player in domain centric incubation/acceleration which includes strategy to scale, outreach activities, measure impacts, collaborate with the start-up/entrepreneur ecosystem, etc.
- To provide overall strategic guidance; plan, organize, manage operations, marketing; framing procedures, guidelines, best practices etc. for co-ordination, consolidation, synergy and success of CoE & incubated start-ups.
- To develop and deploy a process for start-up recruitment including marketing campaigns, awareness drives, outreach programs, hackathons/makeathons, open challenges etc.
- To identify and attract suitable start-ups/entrepreneurs.
- To nurture and facilitate the growth of start-up and help them become successful.
- To encourage start-up to innovate, promote the culture of innovation, help them in converting ideas into products/IPs & commercialization, create significant value for start-ups, investors and incubator.
- To build, cultivate and strengthen collaborative relationships with Govt, industry, academia, labs, other incubators, mentors, venture capitalists, angel/seed funding institutions and other consultants in India/ abroad,

service providers and other start-up ecosystem players and to interconnect incubates with them.

- To develop and strengthen the requisite ecosystem of entrepreneurship and Innovation as required for the CoE.
- To organize demo days, seminars, training workshop and create opportunities for startups to access investors, industry and potential customers
- To collaborate and empanel domain specific vendors, IP firms, legal and statutory compliance vendors for access by start-ups.
- To create a team for smooth functioning and efficient management of the CoE operations, performing outreach and other promotional activities with the culture of entrepreneurship, openness, integrity and monitor its functioning.
- To plan & execute activities within the pre-approved quarterly budget including verification & recommendation of release of capex/opex, ensure proper implementation and strict monitoring of annual plans, budgets and targets of the CoE.
- To ensure that monthly budgets are maintained.
- To identify additional revenue sources to support CoE's sustainability.
- To enforce adherence to annual statutory, legal and audit compliances.
- To report on progress against the set objectives and business plan to CEO, project stakeholders, and relevant authorities.
- To conduct periodic meetings with founders/promoters of start-ups for discussion of operational issues.
- To develop a strong cadre of mentors, manage relationships with mentors & their assignment to incubates
- To organize meetings of GC, PMG and other groups & committees as necessary

Compensation: Rs.1,25,000/- (Rupees One-Lakh twenty-five thousand only) per month (Higher remuneration may be considered as per industry standards permissible for deserving candidates).

How to apply: Candidates meeting the above eligibility requirements may fill up the application online at website of the company www.stpinext.in or www.stpi.in

Last date of receipt of applications: Within 20 days of publication of advertisement.

Other general terms & conditions:

- (i) The COO shall report to STPI Jurisdictional Director.
- (ii) Canvassing in any form will lead to disqualification. Any candidate found canvassing for his/her candidature, will be summarily disqualified.
- (iii) Experience in the relevant field shall be calculated after attaining the minimum essential qualification(s).
- (iv) Mere submission of application does not entitle candidates to be called for test and/or interview.
- (v) Certificate w.r.t. educational qualifications, experience, age etc. will be uploaded by the candidates while submitting online application.
- (vi) If any candidate is found ineligible on any ground post his/her appointment in the company, his/her services will be liable to be terminated without assigning any reason thereof.
- (vii) Submission of any false/misleading information, defective or fabricated document etc. by the candidate in the application form would not only lead for rejection of application of the candidate but other legal action, as deem appropriate, may also be taken by the Company against such candidate.
- (viii) Any litigation will be subject to the jurisdiction of Delhi courts.
- (ix) The maximum age shall be as on the last date of receipt of the applications. Screening of applications will be based on qualifications, age, academic record and relevant experience.
- (x) No TA/DA will be given for appearing in the interview.
- (xi) Contract may be renewed based on performance. Work location can change based on mutual agreement.