

## Director (Partnerships and Market-Making)

**Director (Partnerships and Market-Making)** shall help achieve RDIF's goal of scaling research and innovation, especially in sectors critical to India's strategic autonomy. This entails developing awareness-building partnerships between RDIF-supported Indian innovators with government agencies adopting/procuring innovation in the national interest, and agencies operating technology derisking /development facilities. The Director (Partnerships and Market-Making) shall report to ED, RDIF.

**Number of Positions: 1**

### **Roles & Responsibilities**

- i) Build strategic partnerships with key government ministries, agencies, and programmes that influence procurement, adoption and development of innovation in sectors aligned with India's economic security, strategic purpose, and self-reliance;
- ii) In collaboration with partner leadership, identify, and shape adoption use-cases and procurement needs suited to Indian R&D-intensive technologies;
- iii) Working with RDIF SLFMs: drive awareness of these strategic autonomy procurement needs and adoption cases across RDIF investee companies;
- iv) Promote visibility of RDIF-backed innovations across relevant public sector stakeholders to drive awareness and early engagement;
- v) Build partnerships across government organisations (Centres of Excellence, R&D societies/labs, academic centres) operating facilities supporting technology derisking to map and access technology derisking facilities relevant to technologies and sectors aligned to RDIF Investment Policy;
- vi) Working with Second Level Managers: drive awareness of and access to such facilities for RDIF investees;
- vii) Establish and lead a team to support and execute RDIF's market-making and derisking engagement strategy;
- viii) Track the outcomes of partnerships, including adoption success, facility usage, and derisking outcomes; regularly report progress and strategic insights to the ED RDIF and EAC;
- ix) Identify systemic gaps in public procurement, validation infrastructure, or policy that limit innovation adoption and provide feedback for policy refinement through the ED RDIF;

- x) Represent RDIF at relevant forums, working groups, and stakeholder consultations to build trust and support for adoption and derisking initiatives.

## **Eligibility Criteria:**

### **(i) Essential**

- a) Educational Qualifications: Bachelor's degree in technology/ engineering, and/ or master's qualification in business administration or in other relevant fields.
- b) Work Experience: At least 15 years' experience in: product management (developing adoption use cases, shaping procurement decisions, and driving organisational change management related to emerging technologies and innovative application in government and private sector); engaging public technology facilities (CoEs, R&D labs, incubators/ venture builders, and academic centres).

[Please Note: For exceptional candidates, educational/ professional qualifications, and work experience can be relaxed by the EC.]

### **(ii) Desirable**

- a) Experience working with government agencies involved in strategic procurement, public R&D, or national missions (e.g., defence, space, health, climate, digital infrastructure).
- b) Prior engagement with technology adoption programs such as Innovation for Defence Excellence (iDEX), Government e Marketplace (GeM), Startup India, or relevant schemes under DPIIT, Ministry of Electronics and Information Technology (MeitY), or DST.
- c) Familiarity with technology readiness levels (TRLs), derisking methodologies, or public procurement reform frameworks.
- d) Strong understanding of India's and international deep-tech innovation ecosystem, including key enablers, bottlenecks, and institutional actors.
- e) Demonstrated ability to convene and sustain multi-stakeholder partnerships across government, industry, academia, and civil society.

**Age:** The candidate should not be more than fifty-five years of age at the time of submission of application.

**Compensation:** The selected professional will be paid a consolidated fixed annual compensation of ₹1.0 crore to ₹1.2 crore inclusive of All allowances. In addition, he/she will be entitled for a Long-Term Incentive to be paid after 5 years of continuous service as Director (Partnerships and Market-Making) subject to fulfilment of parameter/criteria set as under Long-Term Incentive Plan (LTIP). This incentive will be a maximum of 20% of the annual fixed compensation with graded vesting. Professionals at appropriate market-linked remuneration levels may be engaged in this role.