

## Principal (Partnerships and Market-Making)

**Principal (Partnerships and Market-Making)** shall support 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 Principal reports to the Director (Partnerships and Market-Making).

**Number of Positions:** 1

### **Roles & Responsibilities.**

- (i) Support the development of partnerships with key government organisations and programmes involved in technology adoption and procurement in strategic sectors;
- (ii) Provide support to identify, surface, and support the formulation of partners' adoption cases and procurement needs for Indian R&D-intensive technologies;
- (iii) Coordinate with RDIF SLFMs to build awareness of strategic procurement opportunities and adoption cases among RDIF investee companies;
- (iv) Facilitate outreach to promote RDIF-backed innovations within relevant government organisations;
- (v) Support the mapping and development of partnerships with public institutions (CoEs, R&D societies/labs, academic centres etc) that offer technology derisking and validation infrastructure aligned to RDIF Investment Policy;
- (vi) Work with Second Level Managers to facilitate access to relevant derisking and development facilities for RDIF investees companies.

### **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 12 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.]

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

**Compensation.** The selected professional will be paid a consolidated fixed annual compensation of ₹40 lakh to ₹48 lakh 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 Principal (Partnerships & Market-Making) subject to fulfilment of parameter/criteria set under Long-Term Incentive Plan (LTIP). This incentive will be a maximum of 20% of the annual fixed compensation with graded vesting.