

<b>Position: Associate Consultant- Partnerships</b>		<b>Position Code: CON-54</b>
<b>No of Positions:</b> 01 (One)		
<b>Duration:</b> The engagement is contractual initially for a period of one year and extendable based on performance and need of Department.		
<b>Consolidated Fee:</b> The Consolidated fee for Associate Consultant shall be Rs.75,000/- per month.		
<b>Job Description:</b> BIRAC is seeking a dynamic and experienced professional to join our team as Associate/Senior Consultant- Partnerships. The incumbent will play a pivotal role in developing and managing strategic partnerships with key stakeholders including government agencies, industry players, investors, academic institutions, and international organizations to advance the objectives of BIRAC and the broader biotechnology innovation ecosystem in the country.		
<p><b>Key Responsibilities:</b></p> <ul style="list-style-type: none"> <li>▪ Identify and develop strategic partnerships with national and international government agencies, industry leaders, academic institutions etc. to promote collaboration and innovation in the biotech sector.</li> <li>▪ Lead negotiations and establish formal agreements with strategic partners to support mutual objectives and initiatives.</li> <li>▪ Serve as the primary point of contact for strategic partners, fostering strong relationships and ensuring effective communication and collaboration.</li> <li>▪ Execute and implement partnered activities as per agreed terms and conditions with partners.</li> <li>▪ Monitor and evaluate the performance of strategic partnerships, and identify opportunities for improvement and expansion.</li> <li>▪ Provide strategic guidance and support to internal stakeholders on partnership-related matters.</li> <li>▪ Represent BIRAC at industry events, conferences, and meetings to promote strategic partnerships and enhance the organization's visibility and reputation.</li> </ul>	<p><b>Essential Qualifications:</b> 4 years Bachelor's degree or Master's degree or equivalent in Life sciences, Biotechnology, Public Policy, Business Administration or related fields.</p> <p><b>Desirable Qualifications:</b> MBA from a premier institution.</p> <p><b>Experience:</b></p> <p><b>Associate Consultant:</b> Post Qualification, 3 years to 10 years with minimum 2 years of experience in developing and managing partnerships, Business Development/Consulting, Project Management, or related roles.</p> <p>Experience of working with Government departments will be an added advantage.</p> <p><b>Key Competencies:</b></p> <ul style="list-style-type: none"> <li>▪ Proven track record of developing and managing strategic partnerships with diverse stakeholders, including government agencies, industry partners, and academic institutions.</li> <li>▪ Strong understanding of the biotechnology ecosystem, including trends, challenges, and opportunities in India and globally.</li> <li>▪ Excellent negotiation, communication, and relationship-building skills.</li> <li>▪ Ability to work effectively in a fast-paced, collaborative environment and manage multiple projects simultaneously.</li> </ul> <p><b>Maximum Age:</b> 45 years as on closing date of vacancy.</p>	