

Job Title: Chief Executive Officer (CEO) of IIMV FIELD (A Section 8 Company of IIM Visakhapatnam)

Location of Posting: IIM Visakhapatnam, Andhra Pradesh

No. of Posts: 1

Nature of Post: The vacancy is proposed to be filled-up purely on contract basis for a period of up to three years. The appointment shall come to end on the expiry of the contract period.

Age limit: Preferably between 35-45 years. However, for exceptional cases the Screening-cum-Selection Committee (ScSC) may relax the upper age limit.

Eligibility Criteria:

(a) Educational and other qualifications:

- Post-graduation in any discipline, with bachelor's degree in sciences, technology, engineering, or math (STEM).
- Fluency in spoken and written English
- Post-graduation in Management and/or Corporate Law (Desirable)
- Proficiency in spoken Hindi & Telugu (Desirable)

(b) Work Experience (Essential):

An individual with an impeccable track record with a minimum 10-12 years of overall experience in the industry, Start-up (as founder/co-founder/Managing Director/ Chairman/CxO) and/or an enabler of Start-up, Innovation & entrepreneurship ecosystem by virtue of managing/leading reputed innovation & start-up promoting organizations/incubators/accelerators/centers-of-excellence/entrepreneurship development cells /mentoring organization etc. or their flagship programs.

Job Description:

- The CEO in consultation with the Board of Directors, will develop vision, strategy and business model to achieve the objectives of the Company.
- The CEO will closely work with the Board of Directors and report to the Managing Director/Director for implementation of strategy, review, and plan for continuous improvement.
- The CEO will be required to give direction to the Company towards establishing it as a key player in incubation/acceleration space which includes establishing world class incubator(s), strategy to build, execute & scale incubation programs, outreach activities, measure impacts, collaborate with the partners/stakeholders of the start-up/entrepreneurial ecosystem, etc.
- The CEO will be required to provide overall strategic guidance, formulation procedures, guidelines, best practices etc. for co-ordination, consolidation, synergy and success of incubator(s) & incubated start-ups.
- The CEO will be responsible to identify and attract suitable start-ups & entrepreneurs.

- The CEO will mentor and encourage start-up ventures to innovate, promote the culture of innovation, help them in converting ideas into products/IPs & commercialization, create significant value for start-ups, investors & incubator.
- The CEO will be required to liaise, develop, and strengthen relationships with Govt, academia, other incubators, venture capitalists, angel/seed funding institutions in India and abroad for investing into the right start-ups, develop a strong cadre of mentors, service providers and other start-up ecosystem players as required.
- The CEO will be required to spearhead senior level, strategic relationships with key stakeholders.
- The CEO must be an evangelist for the incubator in all forums and responsible to represent the company as required, including attendance of important functions, industry events and public meetings.
- The CEO will be responsible to create and lead a team primarily involved in managing the project operations and investments, performing outreach and other promotional activities with the culture of entrepreneurship, openness, and integrity and monitor its functioning.
- The CEO will be responsible to plan & execute activities within the pre-approved quarterly budget including verification & recommendation of release of capex/operating expense, ensure proper implementation and strict monitoring of annual plans, budgets, and targets.
- The CEO will be responsible for preparation of annual budgets, complete risk analysis on potential investments, and advise the Board of Directors with regard to investment risk and return.
- The CEO will have P&L responsibilities and be responsible for the Financial Statements of the Company and other compliances.
- The CEO will be responsible to present the company's progress and discuss the future plans in the Board meetings.
- The CEO must be a visionary and provide thought-leadership to make the Company self-sustainable.
- The CEO must be able to set KPIs for the team, guide, supervise and motivate them; measure and monitor their performance and assume responsibility for their efficiency and effectiveness.

Key Skills:

- Applicant should have Business Acumen and eye for detail.
- Applicant must be able to clearly demonstrate entrepreneurial skills and experience as an enabler for start-ups/Innovation ecosystem or in the role of an entrepreneur or start-up founder himself/herself.
- Applicant with previous experience of leading an entrepreneurial and ambitious organization with demonstrable success shall be preferred.
- Applicant must have a detailed knowledge of all the domains & areas which constitute the start-up ecosystem.
- 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.

- Applicant shall possess strong presentation, verbal, and written communication skills.
- Applicant should be able to effectively manage internal and external stakeholders.
- Applicant must mandatorily have a clear understanding of local, national, and global Startup ecosystems.
- Applicant should be familiar with emerging technologies such as Artificial Intelligence, Internet of Things, Machine Learning, Analytics and Block-chain, FinTech, AgriTech, Logistics & Supply Chain, etc.

Compensation: Remuneration (consolidated) is negotiable and will be based on the professional competence and experience of the candidate. Additional variable-pay and annual increment maybe introduced in the second year after Annual Performance Review, and at the decision of the Board of Directors.

How to Apply: Candidates meeting the above eligibility requirements may fill up the application form online at <https://iimvfield.com/> or by clicking the following link: <https://forms.gle/xj43V4bganj1EDR27>

Last date for receiving applications: One month from the notification on the website of the Company (IIMV FIELD) and the parent Institute (IIMV).

Selection process:

- Applications received by the last date shall be screened by a duly constituted ScSC. Therefore, applicants are required to go through the eligibility criteria carefully and ascertain for themselves regarding their eligibility before applying.
- The 'screened-in' candidates shall be called for the selection process.
- The candidates, at the time of selection process, must bring all supporting documentation in original for verification and one set of duly self-attested photocopies of those documents.

Other general terms & conditions:

- The Company reserves the right to include in the recruitment process, those suitable candidates too, who may not apply.
- Candidates are advised to visit the website of IIM Visakhapatnam (www.iimv.ac.in/careers) regularly for updates. Amendments, corrigenda (if any), will be placed on the Institute website only.
- The Company reserves the right not to fill up the position.
- Qualifications acquired must be duly recognized in law.
- Applicants should satisfy the experience criteria as on the date of applications. Duration of PhD (and experience acquired therein) will not be counted as experience. Only officer and higher-level experience would be counted.
- Mere fulfilment of qualifications and experience does not entitle a candidate to be short-listed. The Company reserves the right to restrict the candidates to be called for the selection process to a reasonable number based on relevant criteria, higher than the minimum prescribed.
- Applications should be complete in all respects. Additional sheets as needed may be used and referenced suitably. All information furnished MUST be based on supporting documentation (which

will be called for, from short-listed candidates). Incomplete/incorrect/sketchy applications are liable to be rejected.

- It is reiterated that no copy of any certificate/supporting documentation need be attached/submitted, at this stage. Such proof would be sought later, ONLY from short-listed applicants.
- If selected, candidates employed in Organizations/Institutions (including Autonomous Institutions) under the Government (Central or State); or Public-Sector Undertakings (Central or State) must produce a Relieving Letter at the time of reporting for duty.
- The Institute will communicate only with short-listed candidates. No correspondence from applicants shall be entertained.
- Canvassing in any form will be a disqualification.
- In all matters of selection, recruitment, appointment and service, the interpretation and decision of the Competent Authority of the Company shall be final and binding.
- Disputes (if any) shall be subject to jurisdiction of the competent courts of the city of Visakhapatnam and/or Andhra Pradesh, India.

About IIMVFIELD:

IIMV Foundation for Incubation Entrepreneurial Learning and Development (IIMV FIELD) is the Incubation and Startup Hub of IIM Visakhapatnam.

IIMV FIELD aims to promote, develop, and nurture the culture of entrepreneurship and innovation by way of facilitating, enabling, creating, fostering, supporting, funding/investing, mentoring, managing the entrepreneurial efforts, initiatives, endeavors, and ventures.

Our Host Institute IIM Visakhapatnam started its operations in 2015 with help of the mentor institute IIM Bangalore.

In 2018, IIMV Started Entrepreneurship activities with the Women Startup Program in partnership with NSRCEL of IIMB.

In 2019, the incubator got recognized by MEITY as a G3 center in the TIDE2.0 Program. We are the only third generation IIM and one of the five IIM's to be a part of this program.

In 2020, the incubator got incorporated as a section 8 company.

In Nov 2021, IIMV FIELD was recognized by NSTEDB, DST and was awarded the NIDHI Accelerator Program.

Under the CSR activity of MTAR, IIMV FIELD received fund to conduct Social Impactpreneurs Program which aims to focus on and help Entrepreneurs that set out to solve social problems in the gap areas as identified by the NITI Aayog, GOI and thereby create an Impact on the Society

IIMV FIELD has other programs such as General Incubation Program- to support start-ups from IIM Visakhapatnam and general pool of applications specifically from the regions of AP and TG, Vidyarthi to Vyavasayee Program to support student start-ups in the Engineering and Science colleges in the regions of AP and TG, IIMV SUPERS program to support PGP Students of IIM Visakhapatnam, as per the institutes Startup Policy.

IIMV FIELD also does several Capacity Building Programs to build the entrepreneurship ecosystem across the Nation and Specifically Visakhapatnam, AP, and TG Regions.