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## Job Openings at

# Jain University Incubation Centre (Jain Launchpad),

A not-for-profit company registered under Section 8 of Companies Act, 2013

*As we leap into our next phase, we are expanding our team and looking for dedicated, motivated and creative individuals ready to take up exciting challenges that create a mark on the Startup scene in the Country!*

### **Full-time Positions Open:**

- Assistant Manager – Partnerships (1)

**Location:** Bengaluru

**Last Date for Application:** Oct 15, 2022 (or till the posts are filled)

**Apply here:** <https://bit.ly/workatjain>

### **About JAIN LAUNCHPAD:**

JAIN LAUNCHPAD has a legacy of supporting and investing in startups as early as 2001. Over the years JAIN LAUNCHPAD has built a strong base in the Bangalore/Indian Startup Ecosystem with various innovative programs and events covering the entrepreneurial journey of founders from Ideation, Problem solution fit, Product-Market fit to Business Model fit and scaling growth stage startups. The Technology Business Incubator, NIDHI accelerator and NIDHI Seed Support Programs are supported by NSTEDB, DST, Govt. of India. Also, Elevate WomEN incubation program is supported by KITS, Dept. of EI, IT, BT and S&T, Government of Karnataka. JAIN LAUNCHPAD engages with startup founders at the national level and provides an end-to-end ecosystem for startups to succeed

Since the launch in 2016, Jain Launchpad has engaged with over 7000+ aspiring entrepreneurs, students and founders and has supported over 150 startups. The 70+ strong startup portfolio at Jain Launchpad has the collective valuation of INR 1500Cr with overall fund raise of INR 100Cr. Though the incubator is sector agnostic, there is a strong focus to support startups in the emerging technologies. Emphasis is also given to nurture startup founders from under-privileged regions, women led startups and student entrepreneurs.

### **Role: Assistant Manager - Partnerships**

**Job Description:** The Assistant Manager - Partnerships shall be responsible to forge new relationships with senior innovation leaders from Fortune 500 companies and target organizations with the need to accelerate and augment their existing priorities around corporate innovation. The responsibilities include, but are not limited to:

- Prospect, pitch, and close innovation & marketing decision-makers at MNCs, SaaS companies, Investors, and dozens of other industries.
- Identify and close corporate innovation and CSR opportunities.
- Work with our Marketing team to optimize campaign performance and secure sponsorships and funding.
- Meet and exceed quarterly quota.
- Build relationship and onboard mentors, investors and corporate partners.

#### **Qualifications:**

- Bachelor's degree in engineering, business, or similar. A Master's Degree will be advantageous.
- 5+ years of professional sales experience working on corporate innovation programs, event sponsorships, etc., in the SAAS, EduTech, Startup ecosystem i.e. incubator, accelerator, associations, or a non-profit with a primary focus on facilitating and activating support for innovative ideas or similar industries.

#### **Desired Characteristics:**

- Hustle. You need to be able to track down busy people and get them to talk to you. This requires creative communication, research, and hustle.
- Ability to hit a quota. We're a small not-for-profit company and to hit our growth goals our sales team has to hit their quota.
- Persistence. You might need to email someone 6 times before you catch their attention. We need someone willing to push hard and follow up relentlessly.
- Curiosity. To excel in this role, you need to be able to build a deep understanding of each of the verticals we work in. That means knowing the events, companies, products, and most importantly, people, in each of these verticals, and having your finger on the pulse of any changes or developments.
- Data-driven & results-driven, with a strong, competitive desire to win
- Expert organizational, documentation, and communication skills (written, verbal, visual)
- Familiarity with tools like Salesforce, Hubspot, Outreach.io, Pipedrive, Slack, and Notion is a plus.

**Expectations:**

- You love crafting cold emails to get decision-makers on the phone.
- You enjoy building and nurturing relationships and love to close deals!
- We are in startup industry and things change. You have to be able to move quickly in a fast pace environment.

**Remuneration:** Compensation will range between INR 40,000-INR 55,000 per month based on relevant experience and suitability/fit with attractive commissions.