

<b>Position: Senior Consultant- Strategic Partnerships</b>		<b>Position Code: CON-45</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 consultant shall be Rs. 1,25,000/- per month.		
<b>Job Description:</b> BIRAC is seeking a dynamic and experienced professional to join our team as Senior Consultant-Strategic 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>▪ 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>Qualifications:</b></p> <p><b>Essential:</b> Master's degree or equivalent in business administration, life sciences, biotechnology, or related field.</p> <p><b>Desirable:</b> Ph.D in life Sciences.</p> <p><b>Experience:</b> Between 11 to 19 years with minimum of 10 years of experience in strategic partnerships, business development, or related roles in the biotechnology or life sciences industry.</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>Age Limit:</b> Maximum 50 years as on closing date of vacancy.</p>	