

# DS Centre of Entrepreneurship

## Job Description – Director

Last Date to Apply :22 Apr 2024

The main goal of the DS centre is to nurture Entrepreneurship. The best way to do so is to make entrepreneurs successful as their success will encourage more entrepreneurs and thereby set up a virtuous cycle.

While trainings and mentorship will be important internal activities, the focus of the centre should be to nurture strong relationships with the industry and investment community – as fundraising and customer acquisition remain the biggest challenges for most start-ups.

Consequently, it is important that we draw upon eminent people from these fields including successful entrepreneurs in the Advisory committee. The DSCE will also offer grants and supports for grassroots level organizations to promote entrepreneurship through community-based interventions.

The DSCE will be headed by a **Director** who will be the core of this centre.

## Qualifications

Ideal candidate would be someone who has previous entrepreneurial experience with a few failures and at least one successful venture (meaning where his venture was bought out at a high multiple or went IPO). The following would be good to have:

1. 12 to 15 years of experience in the industry and incubation ecosystem with demonstrated leadership
2. Financial management experience with planning, forecasting, and business analysis
3. Excellent communication, negotiation, and presentation skills.
4. Strong analytical, critical thinking, and problem-solving skills.
5. Has experience in fund raising and networking abilities

## Educational Qualifications

1. Bachelor's degree in Engineering, finance, maths, economics or any related field.
2. Masters & MBA degree would be important but not essential

**CTC:** CTC would be upto 18 lakhs depending on the experience and skill

## Responsibilities

### Key External Responsibilities:

1. Lead the charge in securing funding and forging customer connections for incubated companies. Identify strategic investor targets, negotiate and navigate deals, and guide startups in developing compelling pitches and fundraising strategies. Spearhead customer acquisition initiatives by leveraging your extensive network and industry expertise.
2. Be the face of DSCE in the entrepreneurial, industrial, and investment landscape. Cultivate and engage with key stakeholders through extensive networking at conferences, forums, and events. Participate actively as a speaker and panellist, showcasing DSCE's achievements and attracting high-calibre startups and partners.
3. Represent DSCE's mission and values at the highest level. Be the voice of the accelerator in the broader startup ecosystem, building strategic partnerships, collaborating with industry leaders, and influencing policy discussions to strengthen the support infrastructure for early-stage ventures.

### Key Internal Responsibilities:

1. Secure funding and allocate resources effectively to ensure the smooth operation of the accelerator and optimize support for incubated companies. Manage human resources, cultivate a high-performing team, and foster a collaborative and dynamic environment.
2. Cultivate strong relationships and maintain ongoing communication with FITT, IIT Delhi, and the DS Group, ensuring the accelerator's vision and goals are aligned with key stakeholders.
3. Anticipate and address challenges faced by incubated companies. Provide proactive guidance, navigate critical situations, and effectively resolve potential conflicts.
4. Implement performance appraisal systems, facilitate training and professional development opportunities for the team, and guide incubated companies in building strong internal operations and talent acquisition strategies.
5. Interested candidate are required to fill up the Application Form \* (mandatory) and apply with CV\* covering educational & professional qualification, work experience, contact details, etc. ( As per attached Format) and **email to seemalamba72@gmail.com by 22 of Apr 2024**