

### **Job Description for BUSINESS DEVELOPMENT MANAGER**

a-IDEA, the Technology Business Incubator of NAARM supported by NABARD invites applications for a Business Development Manager (one position) on contractual basis to implement the projects related to Agri & Allied sector Startups and strengthening of FPOs. The duration of the contractual engagement is for **one year** or co-terminus with the project whichever is earlier.

#### **Qualification and Experience:**

**Essential** – Bachelor’s degree from any UGC/ICAR recognized premier institutions or Agricultural University in Agriculture & allied sciences with PGDM (ABM) or MBA in Agribusiness. Working experience of minimum 3 years in agribusiness industry/startup/entrepreneurship ecosystem. **Preferably the age not exceeding 35 years.**

**Desirable** – Knowledge in Agri-Startup/agripreneurship, preparation of DPRs for agri-enterprises and Startups, and experience in handholding the FPOs. Working knowledge of stakeholders’ consultation, data analysis, and report writing.

#### **Job Description:**

Report directly to the CEO/COO of a-IDEA, ICAR-NAARM. The candidate is required to handle following responsibilities:

- Support execution of startup incubation and acceleration programs.
- Oversee the management of grants and support startups in raising capital from diverse sources.
- Build and maintain a robust network with mentors, business organizations, and ecosystem stakeholders.
- Execute key FPO initiatives, including specialized training programs for FPOs, the FPO Immersion Program, buyer–seller meets, and acceleration activities.
- Draft quarterly and annual reports, project proposals, and detailed project reports. Prepare and deliver professional presentations for internal review meetings and stakeholder briefings.
- Undertake national-level field visits to ensure effective on-ground project implementation and stakeholder support.

#### **Consolidated Emoluments:**

A consolidated remuneration of **₹45,000 - ₹50,000/-** per month. The emolument will be based on candidate’s work experience, previous job credentials & future potential to execute the tasks assigned.

#### **How to apply:**

Send your resume, copies of essential educational certificates and work experience certificates (as a single PDF file) to [careers.aidea@naarm.in](mailto:careers.aidea@naarm.in) latest by **25th April 2026**. Resumes are accepted only through e-mails. Shortlisted candidates will be called for personal interviews. No TA/DA will be paid for attending interview.

**Chief Executive Officer**