

Manager, Partnerships

REPORTS TO	SENIORITY
CEO	4-10 years

MISSION

Operating quarterback for MC²'s partner network - 7 PSU sponsors, academic incubator partners, and IIMA Ventures as the dedicated business-mentoring partner. close all partner MoUs in 2 months; complete spoke infrastructure cataloguing in 3 months; deliver PoC R&D Agreement closures from Month 3 onwards.

KEY RESPONSIBILITIES

- Own end-to-end MoU lifecycle with all spokes + IIMA Ventures: drafting (with Legal Associate), negotiation, signing, renewal calendar
- Operationalise the 7 PSU MoUs after signing: quarterly cadence with each PSU, Innovation Challenge intake, brief-to-portco matching, PoC R&D Agreement signing protocol
- Manage the Academic Node Agreements with IIT Madras SIE, IIMA Ventures, NCL, C-CAMP, IIT Kanpur SIIC, IIT Gandhinagar IIE
- Be the day-to-day contact for PSU Innovation Cell / R&D Heads / CSR / Strategy / New Business teams - escalations to CEO
- Project-manage the infrastructure cataloguing - 3-4 two-person teams across the spoke network on a 2-3 week per-site cycle; full catalogue by Month 3
- Coordinate site visits, technical workshops, co-located events and the quarterly all-PSU convening
- Maintain the partnerships CRM (HubSpot) and the reporting cadence to each PSU and to MoPNG
- Brief the Cohort Selection Committee with PSU priority-fit notes; sit as the PSU-liaison voice in the committee (non-voting)
- Run mentor recruitment from the PSU ecosystem (retired CMDs, technocrats, senior R&D leads); coordinate empanelment with CIO + HR Manager
- Line-manage the Partnerships Analyst; allocate workload across spokes; conduct the Sep + Mar performance cycle
- Author the quarterly Partnership Health Memo for the Board
- Run the annual Partnerships Strategy refresh - channel mix, sponsor satisfaction, gaps to close

CRITICAL YEAR-1 DELIVERABLES (TIME-BOUND)

- **Month 1:** Activate negotiation rooms with all partners; assign Legal Associate priority queue
- **Month 1-2:** Sign all partner MoUs (7 PSU, academic spokes, IIMA Ventures) - partner onboarding fully complete by end Month 2

- **Month 1-3:** Run spoke infrastructure cataloguing in parallel (3-4 teams; 2-3 weeks per site); complete catalogue for all spokes by Month 3
- **Month 2:** Intake first Innovation Challenge briefs from each of the 7 PSU sponsors
- **Month 3:** PSU representative slots filled in the Cohort Selection Committee; PSU priority-fit notes submitted to CIO
- **Month 3-6:** Match Cohort 1 startups with PSU challenge briefs; facilitate 5+ PoC R&D Agreements signed with PSU counterparts
- **Month 4:** First Innovation Challenge run end-to-end (briefs → applications → judging → match-making)
- **Month 6:** First all-PSU quarterly convening at a rotating PSU host campus
- **Month 9:** 10+ PoC R&D Agreements signed (cumulative Year 1 target)
- **Month 12:** Annual Partnership Health Report; renewal conversations launched for any expiring MoUs

SUCCESS METRICS (YEAR 1)

- All partner MoUs signed by Month 2 (zero slippage)
- All spoke catalogues onboarded to the Equipment Booking Platform by end Month 3
- 10+ PoC R&D Agreements signed Year 1; ≥ 5 by Month 6
- 4+ Innovation Challenges run per year
- All 7 PSUs maintain quarterly review cadence without slippage
- Partner satisfaction > 4.2 / 5 in semi-annual survey
- PoC Agreement turnaround time tracked and improving quarter-on-quarter
- Academic Node Agreements active across all 5 institutions

QUALIFICATIONS

- 5-7 years in partnerships / business development / programme management
- Prior experience working with PSUs, government or large enterprise stakeholders - must understand PSU procurement / decision cycles
- Strong written communication; comfortable drafting MoUs and PoC agreements alongside Legal counsel
- Project-management chops - has run 5+ workstream programmes with multiple stakeholders
- CRM-tool fluency (HubSpot / Salesforce); data-discipline on pipeline hygiene
- Bachelor's required; MBA or relevant master's preferred
- Bias for action; willing to travel weekly across PSU and academic spoke locations