



## AgHub calls for Business Development Manager (BDM)

Ag-Hub, the first of its kind Agri Innovation Hub, is an incubator for supporting startups and entrepreneurs in Agribusiness. Ag-Hub calls for a BDM with experience in the areas of Agribusiness & Business Development to handle Incubation program & Build startups, raise funds for incubator, develop Partnership, monitor & support startup cohort, manage incubate, stakeholder and angel affiliations.

### Essential Qualification & Experience:

Bachelors in Agriculture and allied sciences from any recognized universities or agriculture universities with MBA in Agribusiness or Masters in Entrepreneurship or MBA in Marketing/ Rural management with first division. Working experience of minimum 2 years especially in agribusiness / incubation industry. The candidate should be able to understand startup needs, Business development of incubator and the startups under incubation program, program management, partnership engagement, client management etc.

### Desirable:

Candidates who have worked in the Agribusiness Industries demonstrated experience in handling unique responsibilities would be preferred.

The candidate should be a team player, with age not exceeding 32 years, as on 31<sup>st</sup> April 2021.

### Key Functions of BDM at AgHub

- Business Development.
- Incubator Operations at Hub and Spoke.
- Incubation & Innovation Programs.
- Manage startup and entrepreneur pipeline at Hub & Spoke.
- Rolling Out key programs and new Business initiatives
- Network & Partnership Management.
- Team Coordination.
- Fund Raising & Income generation from various sources.



AgHub Foundation  
Administrative Building, PJTSAU,  
Rajendranagar, Hyderabad, Telangana - 500 030



## **Roles & Responsibilities of BDM-** The BDM is expected to handle and deliver

- ✓ Business development of the Incubator through entrepreneur scouting, Business development, Program management, client interactions etc.
- ✓ Operational support to incubator team, programs, advertising, and any other activities as per the business prerogatives.
- ✓ Partnership development, fund raising for program.
- ✓ Stakeholders' management- including partners, sponsors, mentors, corporates, startups, investors and other critical stakeholders of the accelerator ecosystem.
- ✓ Fast track nurturing, growth and scale up of the startup cohort & entrepreneurship development.
- ✓ Angel affiliations- with angels, seed funds, CSR, VC firms, etc.

## **Designation, Reporting, Job Location, Nature of Engagement & Compensation**

**Designation:** titled as "Business Development Manager (BDM)".

**Reporting to:** CEO of AgHub.

**Job location:** Hyderabad (Requires travel as per Operational & Business requirements).

**Nature of Engagement:** Full time, Co-terminus position with AgHub.

**Compensation Band:** Minimum Salary of 55,000/-, negotiable for Highly deserving candidates as per job fit.

### **How to Apply**

**Share Resumes-** Eligible Candidates may share their Resumes at [careers.aghub@gmail.com](mailto:careers.aghub@gmail.com)

**Shortlisting of Resumes-** Candidates would be shortlisted based on candidature and suitability for managing the rural innovation spokes of the incubator

**Personal Interview-** Interview (Walk-in/ online) would be held for the shortlisted candidates on tentatively during first or second week of August, 2021. Shortlisted candidates for PI will be intimated through email. Bring detailed bio-data and copies of qualifications and experience and one passport size photograph.



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\*No TA/DA is admissible for attending the interview. AgHub reserves the right to fill or not to fill the post mentioned above without assigning any reason(s).

Note:

- ✓ Canvassing in any form or bringing outside influence will disqualify the candidates for being considered for the position.
- ✓ All correspondence for interview will be sent via email only.

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