



OFFICE OF INDUSTRIAL CONSULTANCY AND SPONSORED RESEARCH
INDIAN INSTITUTE OF TECHNOLOGY MADRAS
CHENNAI – 600 036

Advertisement No.: ICSR/PR/Advt.146/2026 Dated: 04/08/2026

Applications are invited for the temporary post of **Senior Manager**, Department of **Applied Mechanics and Biomedical Engineering**, IIT Madras.

Co-ordinator: Prof. Mahesh Panchagnula, Department of Applied Mechanics and Biomedical Engineering.

Duration: Initially for one year, later extendable based on the performance.

Number of Vacancies: 01

S. No	Post	Qualification and Experience	Pay
1	Senior Manager	- Undergraduate bachelor's degree in business, Sports Management, Engineering, or a related field with 10 years - Postgraduate MBA or postgraduate degree in Sports Management, Business, or a related discipline. 5–8 years of business development, partnerships, or institutional sales experience, with a demonstrated track record of closing deals.	Rs.1,00,000/-

CESSA

The Centre of Excellence on Sports Science and Analytics (CESSA) at IIT Madras is a multidisciplinary research and innovation hub working at the intersection of sports science, data analytics, AI, biomechanics, IoT, and wearable technology. CESSA partners with national sports federations, government bodies, and industry to drive athlete performance, fan engagement, sports education, and the growth of the sports-tech startup ecosystem in India

Role Overview

CESSA is looking for a commercially minded, well-networked Business Development Manager to spearhead two strategic priorities:

1. Sports Federation & Community Engagement — build and sustain relationships with national and state sports federations, sporting bodies, clubs, and athlete communities across India to surface and convert project and consulting opportunities for CESSA.

2. Consortium Membership Programme — co-design and operationalise a structured membership model through which companies and startups gain privileged access to CESSA’s training programmes, research pipeline, government-funded projects, and investor network.

The role sits at the nexus of sports, technology, and institutional partnership, and demands equal facility with boardroom negotiations and grassroots community engagement.

Key Responsibilities

A. Sports Federations & Communities

- Map and prioritise national sports federations (NSFs), state associations, and sporting communities as prospective project partners and clients.
- Establish and maintain senior-level relationships with CEOs, Secretaries General, High-Performance Directors, and Coaches at federations across disciplines (cricket, athletics, hockey, kabaddi, wrestling, football, etc.).
- Identify performance analytics, injury prevention, talent identification, officiating technology, and fan-engagement mandates within federations and translate them into project briefs for CESSA faculty and researchers.
- Negotiate project scopes, timelines, and commercials; draft MoUs and Letters of Intent in coordination with the IIT Madras administration.
- Represent CESSA at national and state-level sports events, conclaves, and government consultations.
- Track government schemes (SAI, Khelo India, Ministry of Youth Affairs & Sports) and identify grant and programme opportunities that align with CESSA’s capabilities.

B. Consortium Membership Programme

- Co-design the membership tiers, benefits framework, and pricing structure in collaboration with CESSA leadership (e.g., Corporate Member, Startup Member, Associate Partner).
- Define and articulate the value proposition: access to training programmes and executive education, early-stage research outputs, co-branded government funding bids (DST, MEITY, Khelo India), and curated investor introductions.
- Prospect and onboard sports-tech companies, sporting goods manufacturers, data and analytics firms, media companies, healthcare and fitness brands, and early-stage startups as consortium members.
- Manage the member lifecycle — onboarding, engagement calendar, annual reviews, renewals, and upsell.
- Organise members-only events, demo days, and networking sessions that reinforce membership value.
- Track and report membership revenue, pipeline, and engagement metrics quarterly.

C. Strategic Partnerships & Ecosystem

- Identify and close strategic partnerships with investors, accelerators, and corporate innovation arms interested in sports-tech.
- Support CESSA’s incubator initiatives by connecting portfolio startups with federation pilots, corporate POCs, and funding sources.
- Collaborate with IIT Madras’s alumni network, IITM Research Park, and IITM Incubation Cell to leverage joint business development opportunities.

- Build and maintain a live CRM of prospects, partners, and members.

Qualifications & Experience

Essential

- Experience working with or within sports organisations, sports-tech companies, government sports bodies, or related industries.
- Existing network within Indian sports federations, sporting communities, or the sports-tech ecosystem.
- Excellent written and spoken English; proficiency in at least one additional Indian language is an advantage.
- Comfortable with pan-India travel (expect 8–10 travel days per month).

Preferred

- Prior sporting experience is desirable.
- Prior exposure to consortium, membership, or ecosystem models (industry associations, chambers of commerce, innovation hubs, etc.).
- Familiarity with government grant and funding processes (DST, MEITY, SAI, Khelo India).
- Understanding of sports analytics, AI/ML applications in sports, or wearable technology.
- Experience working with academic institutions or R&D organisations.

CESSA Offers

- A unique institutional platform — the credibility of IIT Madras combined with a dynamic, impact-driven sports-tech mandate.
- Direct access to world-class faculty, cutting-edge research, and a vibrant startup ecosystem through IITM Research Park and Incubation Cell.
- Opportunity to build a nationally significant consortium and membership programme from the ground up.
- A collaborative, mission-driven work environment with a growing national and international footprint.

The last date for submission of online application is 18.08.2026.

General Instructions to the candidates

- 1) All the positions are on purely contract basis.
- 2) The completion of the period of contract will not confer any right for further extension, regularization, permanency at the Institute.
- 3) Candidates should apply online only in the website https://icandsr.iitm.ac.in/careers/current_openings.php - **(Please check the advertisement number Advt.146/2026 displayed and submit the application for the relevant position).**
- 4) Separate application has to be filled for each post.
- 5) The system will accept single application only with the registered login ID (email) for an advertisement, hence the candidate is requested to select the multiple positions (In case, the candidate wishes to apply for more than one position) before the submission of application.

- 6) The application cannot be edited, reverted once it is submitted.
- 7) Candidates should not attempt to apply twice for the same post. If multiple applications are received from a candidate for the same post, the candidature will be liable to be rejected.
- 8) Candidates should follow the prescribed procedure for submission of online application.
- 9) Candidates are advised to fill their correct and active e-mail addresses in the online application as all correspondence will be made by the Institute through e-mail only.
- 10) The candidates applying for any post should ensure that they fulfil all the eligibility conditions for the post. Their admission to any stage of the selection process will be purely provisional subject to confirmation that they satisfy the prescribed eligibility conditions. Mere issue of registration certificate / call letter to the candidate will not imply that the candidature has been found eligible.
- 11) After successful online submission of application, a printout of the application form must be obtained and submitted when called for test. It will be required at the time of document verification/test/interview. Hard copy of the application is NOT to be sent to the Institute.
- 12) Candidates must be citizens of India. Persons who have migrated from Pakistan with the intention of permanently settling in India or subjects of Nepal are also eligible, but in their case a certificate of eligibility from the Government of India will be necessary for appointment. Such candidates should apply to the Government of India in the Ministry of Home Affairs for necessary certificate and furnish satisfactory proof of having so applied.
- 13) The prescribed qualifications are minimum and unless specified, they are required for consideration for the post, even if higher qualification has been acquired and the mere fact that a candidate possesses the same will not entitle them for being called for interview.
- 14) Relevant experience gained after the minimum qualifying degree will only be taken into consideration. Minimum requirements of qualifications and/or experience can be relaxed in respect of exceptionally outstanding candidates.
- 15) The experience required is relaxable at the discretion of the Institute in the case of candidates belonging to the Scheduled Caste / Scheduled Tribe, if at any stage of selection, the competent authority is of the opinion that sufficient number of candidates from these communities possessing the requisite experience are not likely to be available to fill up the vacancy reserved for them.
- 16) The Institute reserves the right to restrict the number of candidates for written / skill test / interview to a reasonable limit on the basis of qualifications, level and relevance of experience higher than the minimum prescribed in the advertisement and other academic achievements. The Institute also reserves the right of rejecting any or all the applications without assigning any reasons, therefore.
- 17) Calling a candidate for test/interview merely indicates that it is felt that the candidate with others may be suitable for the post and conveys no assurance whatsoever that they will be recommended or selected or their conditions specified in the application will be accepted.
- 18) Candidates will be short-listed for Test/Interview on the basis of the information provided by them in their online applications. They must ensure that such information is true. If at any subsequent stage or at the time of

Test/Interview any information given by them or any claim made by them in their online applications is found to be false, their candidature will be liable to be rejected.

- 19) The Institute shall verify the antecedents or documents submitted by a candidate at any time at the time of appointment or during the tenure of the service. In case, it is detected that the documents submitted by the candidates are fake or the candidate has clandestine antecedents/background and has suppressed the said information, then their services shall be liable to be terminated.
- 20) In case of any inadvertent mistake in the process of selection which may be detected at any stage even after the issue of appointment letter, the Institute reserves the right to modify/ withdraw/ cancel any communication made to the candidates.
- 21) Applicants who are working in **any one of the Project at IIT Madras**, must apply through proper channel otherwise they will be required to produce No-Objection Certificate at the time of document verification/Test/Interview. Candidates without NOC will not be permitted to appear for Test/Interview.
- 22) Candidates may send testimonials from persons intimately acquainted with their work and character. If the applicant is in employment, the candidate should submit testimonials from the most recent employer or immediate superior as a referee.
- 23) The Institute has a right to decide the mode of screening and testing the applicant for short listing and selection.
- 24) The Institute solely reserves the right not to fill any advertised position without assigning any reason
- 25) Only shortlisted applicants will be contacted.
- 26) No correspondence whatsoever will be entertained from candidates regarding conduct and result of test/interview and reasons for not being called for interview. Canvassing in any form will be a disqualification.
- 27) The crucial date for determining the eligibility criteria for all candidates in every respect shall be the prescribed closing date for submission of online application.
- 28) The Institute strives to have a workforce which reflects gender balance and women candidates are encouraged to apply.
- 29) Any corrigendum/clarifications on this advertisement, if necessary, shall be uploaded on website and no separate communication will be sent for this purpose.
- 30) If there is any issue to submit the application please send E-mail to : icsrrecruitment6@icsrpis.iitm.ac.in / icsrrecruitment@icsrpis.iitm.ac.in **Contact: 044- 2257 8843** on all working days from **9.00 AM to 05.30 PM (Monday to Friday – except National Holidays)**. (Please note, only technical issues will be accepted – No interim correspondence with reference to the selection process will be considered).
- 31) **Instructions to apply online:** Eligible applicants would require to register and apply online through https://icandsr.iitm.ac.in/careers/current_openings.php and submit the application.

Sd/-

CM –HR
Office of IC&SR
IIT Madras