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

Advertisement No.: ICSR/PR/Advt.239/2026 Dated: 12/11/2026

Applications are invited for the temporary post of **Senior Project Consultant,** Department of **Applied Mechanics & Bio Medical Engineering, IIT Madras.**

Co-ordinator: Prof. Satyanarayanan Seshadri, Department of Applied Mechanics & Biomedical Engineering, IIT Madras

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

Number of Vacancies: 01

S. No	Post	Qualification and Experience	Pay
1	**Senior Project Consultant**	Bachelor's degree in engineering (Mechanical / Electrical / Energy / Related field preferred). • 15 years of experience in business development and global partnerships in a leadership role preferably CXO. • Prior experience in building international industrial partnerships for deployment of new technologies • Experience working with industrial start ups / early technology solutions • Fluency in Tamil and English (mandatory) and working knowledge of Kannada.	. **Rs. 2,00,000/- Per month**

Job Description:

We are seeking an experienced Consultant who be responsible for originating, structuring and scaling strategic relationships with global industry participants, converting those relationships into commercial deployments. The role combines external partnership leadership with internal coordination, acting as the principal bridge between the Company, its prospective partners and customers, and its key internal and external stakeholders.

The Consultant is expected to bring an established industry network, commercial judgment and the ability to move opportunities from initial engagement through to signed agreements and live deployments.

Key Responsibilities

- Global Industry Partnerships
- Partnership strategy: Develop and execute a global partnership strategy aligned with the Company's business plan, target geographies and product roadmap.
- Partner identification: Identify, evaluate and prioritise prospective partners, including OEMs, system integrators, technology providers, channel and distribution partners, industry bodies, research institutions and strategic investors.
- Relationship origination: Initiate and lead discussions with senior decision-makers at partner organisations and secure strategic alliances, MoUs, co-development and co-marketing arrangements.
- Structuring: Recommend appropriate partnership models (reseller, referral, white-label, joint venture, revenue-share, licensing) and the commercial terms underlying each.
- Partner governance: Establish partner onboarding frameworks, joint business plans, periodic business reviews and performance scorecards.
- Ecosystem presence: Represent the Company at international conferences, trade fairs, industry forums and trade delegations to build visibility and credibility.

Commercial Deployment Opportunities

- Opportunity origination: Identify commercial deployment opportunities with enterprises, institutions and government or public-sector bodies, domestically and internationally.
- Pilot to scale: Design and manage proof-of-concept and pilot deployments with clearly defined success criteria, and drive their conversion into full-scale commercial contracts.
- Solution scoping: Work with Product and Technology teams to translate client requirements into deployable solutions, implementation plans and commercial proposals.
- Commercial proposals: Prepare and present techno-commercial proposals, pricing models and responses to RFIs, RFPs and tenders.
- Deployment oversight: Monitor the progress of live deployments against agreed milestones, escalate risks, and ensure client satisfaction to support renewals and expansion.
- Case studies: Capture outcomes of successful deployments as references and case studies to support further market adoption.

Business Development

- Market intelligence: Conduct market research, competitor analysis and sector mapping to identify high-potential segments and geographies for market entry.
- Pipeline management: Build and maintain a qualified pipeline of opportunities with clear stage-wise tracking, conversion probability and revenue forecasts on the Company's CRM.

- Deal leadership: Lead negotiations on commercial terms, and coordinate with Legal and Finance on term sheets, contracts, pricing approvals and credit terms.
- Go-to-market: Contribute to go-to-market strategy, value propositions, sales collateral and pricing strategy for new markets and offerings.
- Revenue targets: Achieve the revenue, partnership and deployment targets agreed in the Annual Business Plan.
- New avenues: Evaluate inorganic opportunities, grants, government schemes and incentive programmes relevant to the Company's growth.

Stakeholder Management

- Senior engagement: Build and sustain trusted relationships with CXO-level executives of partners and clients, investors, government and regulatory authorities, industry associations and other external stakeholders.
- Internal alignment: Act as the single point of coordination between external partners and internal teams, ensuring commitments made externally are aligned with delivery capability.
- Board and leadership reporting: Prepare periodic reports and presentations for the Management and, where required, the Board on partnership status, pipeline and market developments.
- Issue resolution: Manage escalations, expectation gaps and disputes with partners and clients in a timely and professional manner.
- Reputation: Uphold the Company's brand and reputation in all external engagements and ensure communications are consistent with approved positioning.

Why Join Us

- Opportunity to work in the growing field of energy efficiency and sustainability.
- Exposure to diverse industrial sectors and a collaborative work environment.
- Working with professors from the institute on technical projects

The last date for submission of online application is 26.11.2026

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://icsrstaff.iitm.ac.in/careers/current_openings.php - **(Please check the advertisement number Advt.239/2026 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://icsrstaff.iitm.ac.in/careers/current_openings.php and submit the application.

Sd/-

Head –HR
Office of IC&SR
IIT Madras