

Position:	Business Development Executive (Research)
Job Description:	The Business Development Executive (Research) will play a key role in identifying, developing, and securing research projects in the healthcare sector for IIHMR University. The primary focus of the role is to conduct social research, prepare compelling research proposals, and build strategic partnerships to enhance the University’s research portfolio. The ideal candidate should have a strong foundation in research methodologies, excellent proposal writing skills, and a proven track record of securing research funding or projects.
Qualification:	MBA or similar
Required Skills:	<ul style="list-style-type: none"> ▪ Strong research skills, with experience in conducting social research in the healthcare sector. ▪ Excellent writing skills and strong presentation and communication skills, with the ability to engage effectively with a variety of stakeholders. ▪ Experience in managing research projects, including budgeting, planning, and reporting. ▪ Ability to build and maintain partnerships with various stakeholders. ▪ Knowledge of funding sources and grant writing in the healthcare sector. ▪ Analytical thinking, problem-solving abilities, and attention to detail.
Required Experience:	2-5 years of experience in research, business development, or a related role, preferably in the healthcare or social research sector.
Key Responsibilities:	<ul style="list-style-type: none"> ▪ Conduct in-depth social research in the healthcare sector to identify potential research opportunities and emerging trends. Develop high-quality research proposals, concept notes, and project outlines to attract funding and partnerships. ▪ Identify and build relationships with key stakeholders, including government bodies, non-profit organizations, private sector entities, and international agencies, to secure research projects and funding opportunities. ▪ Foster strategic collaborations with academic institutions, research organizations, healthcare providers, and other relevant partners to enhance the University’s research capabilities and expand its reach. ▪ Oversee the planning, implementation, and evaluation of research projects to ensure they meet quality standards, timelines, and budgets. Provide support in managing project deliverables and reporting to funding agencies or partners. ▪ Prepare and present research findings, proposals, and project updates to internal and external stakeholders. Represent IIHMR University at conferences, workshops, and other relevant forums to promote its research capabilities. ▪ Conduct market analysis to identify potential research areas and funding sources. Develop strategies to position IIHMR University as a leader in healthcare research and innovation. ▪ Maintain comprehensive records of research projects, proposals, partnerships, and funding activities. Prepare regular reports and updates for senior management.

To Apply:

Mention the position you are applying for in the email subject line and send your updated CV to

hrd@iihmr.edu.in