



Job Title: Business Development Manager

Location: IKP EDEN, Bengaluru

Division: IKP EDEN Smart-Fab

Reporting to: Senior Manager, Smart-Fab

About IKP Knowledge Park

IKP Knowledge Park (IKP) is a leading science park and incubator dedicated to advancing cutting-edge R&D in India. We have a pioneering legacy of more than two decades of nucleating and nurturing life sciences and engineering innovation. We focus on sectors like biotech, health tech, and agri-tech, helping innovators move from the lab to the real world. By partnering with government, industry, non-profits, academia and investors, we create a supportive environment for startups and SMEs to thrive and grow. Our work is centred at our 200-acre park in Genome Valley Hyderabad and our Bengaluru maker space (IKP EDEN at Koramangala, Bengaluru), reaching across India and the world through various innovation programs and services. We are at the cusp of next phase of growth which is founded in our belief that science and technology are key to shaping a better tomorrow through deep & expansive societal impact. More at <<https://ikpknowledgepark.com/>>

The Role

Building a hardware product in India means navigating a fragmented, unreliable supply chain — multiple vendors, misaligned timelines, and no single owner of outcomes. Smart-Fab was built to change that. As IKP EDEN's Manufacturing-as-a-Service platform, we combine in-house precision manufacturing — VMC machining, CNC routing, laser cutting, vacuum forming — with a curated pan-India vendor network, giving clients a single, accountable partner from prototype to production. Backed by IKP Knowledge Park, one of India's leading deep-tech institutions, Smart-Fab serves hardware startups, industrial OEMs, defence suppliers, and research labs across India and beyond. We don't just manufacture — we execute.

Smart-Fab is a fast-growing business opportunity and solves a critical problem for the Hardware start-up community. It serves as a manufacturing partner for high-growth start-ups, MSMEs, and even bigger organizations that need rapid turnaround times to test their ideas.

Key Responsibilities

1. Revenue Generation & Client Acquisition

- Own the end-to-end sales cycle — from prospecting and outreach to proposal, negotiation, and PO closure.
- Build and grow a diverse client base across hardware startups, deep-tech companies, product OEMs, R&D labs, defence/aerospace suppliers, and academic institutions.
- Drive acquisition of international clients — diaspora-led startups, NRI-founded companies, and global OEMs sourcing from India.

2. MSME & Government Contracts:

- Identify and pursue MSME development contracts, government tenders, and GeM (Government e-Marketplace) orders relevant to Smart-Fab's capabilities.
- Liaise with MSME bodies, SIDBI, DIC (District Industries Centre), and relevant government programmes to position Smart-Fab as a preferred MaaS partner.



- Build relationships with procurement officers and industry bodies to unlock institutional orders.

3. Sales Strategy & Pipeline Management:

- Define and execute Smart-Fab's BD strategy — target segments, outreach channels, pricing positioning, and partnership models.
- Maintain a clean, active CRM (Zoho) — leads, follow-ups, pipeline health, conversion rates, and revenue forecasts reported weekly.
- Represent Smart-Fab at industry events, startup summits, manufacturing expos, and government-backed programmes.

4. Team Building & Leadership:

- Recruit, onboard, and mentor BD executives as Smart-Fab's order book grows — building a small but high-performing sales team within 12–18 months.
- Define sales targets, incentive structures, and performance frameworks for the BD team.
- Act as the commercial voice of Smart-Fab — internally to leadership and externally to clients and partners.

What We're Looking For:

- 5+ years of B2B sales or business development experience in manufacturing, engineering services, industrial automation, or hardware — with a proven track record of meeting and exceeding revenue targets.
- Experience handling or pursuing government contracts, MSME tenders, or GeM marketplace listings is a strong advantage.
- Prior exposure to international sales or working with global clients in any capacity — export, consulting, or SaaS with global users.
- Strong network within the startup ecosystem, product companies, or industrial supply chain — existing relationships that can be activated quickly.
- Excellent communication and negotiation skills; comfortable presenting to C-suite, procurement heads, and government officials alike.
- Prior team management or mentoring experience preferred; readiness to step into a leadership role is essential.
- Self-starter with strong analytical thinking — can read a market, size an opportunity, and build an outreach plan independently.
- Bonus: familiarity with CNC machining, rapid prototyping, sheet metal, or related manufacturing processes.
- Willingness to travel for client acquisition and government liaison.
- Expected to build and lead a BD/Sales team over the next 12–18 months.

What This Role Offers

- High-ownership, high-visibility role with direct reporting to Smart-Fab Senior Management.
- Performance-linked incentive structure with uncapped upside tied to order book growth.
- Clear pathway to a Sales Head role as Smart-Fab scales.
- Opportunity to build and lead your own team within 12–18 months.
- Exposure to cutting-edge hardware and deep-tech products being built across India and globally.



- Institutional backing of IKP Knowledge Park - one of India's leading science and technology parks.

To apply:

Send your resume to raghavendrap@ikpknowledgepark.com by mentioning subject line as CV for Business Development Manager