



Job Title: Chief Manager, Partnerships
Division: Partnerships & Resource Mobilization
Location: IKP Knowledge Park, Hyderabad
Reporting to: Chief Executive Officer

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/>>

Role

IKP is looking for a professional who can lead the identification and development of potential funding and investment opportunities to support and strengthen its various programs. The role is central to building and sustaining relationships with corporate, government, and non-profit investors and CSR funders, as well as educational and research institutions in India and globally. The incumbent will work closely with the CEO, program managers, and cross-functional colleagues to convert these relationships into sustained funding, grants, and institutional partnerships that advance IKP's mission.

Key Responsibilities

1. Investment & Funding Identification:

Identify, research, and map potential sources of investment and funding, including corporate, government, multilateral, and non-profit sources, to support IKP's programs and operations, and build and continuously maintain a pipeline of prospective funders aligned with IKP's program priorities and funding requirements.

2. CSR & Institutional Funding Relationships:

Develop, manage, and strengthen relationships with CSR teams of corporates, government funding bodies, and non-profit/philanthropic investors; serve as the primary point of contact for existing and prospective funders, ensuring timely, professional, and consistent engagement; and prepare and present concept notes, proposals, and pitch decks tailored to different categories of funders.

3. Academic & R&D Partnerships:

Establish and maintain relationships with educational institutes and universities across India and globally to build academic and research collaborations, and build and maintain a structured repository of educational and R&D partnerships and funding initiatives, tracking their status, key contacts, and outcomes.



4. Events, Delegate Visits & Stakeholder Engagement:

Work with colleagues and program managers to plan, coordinate, and support events, workshops, and visits by delegates, donors, and institutional partners, and represent IKP at conferences, forums, and networking events to expand its funding and partnership network.

5. Grant & Program Coordination:

Coordinate grant program management end-to-end, including proposal development, due diligence support, agreements, disbursement tracking, and donor reporting; ensure compliance with funder and donor requirements, timelines, and reporting formats by working closely with program and finance teams; and monitor and regularly report on partnership and funding outcomes to the CEO and leadership team.

What We're Looking For:

- Bachelor's degree in any discipline, preferably STEM, is required; a Master's degree (Business Administration, Management, Strategy) would be desirable.
- Minimum 7-10 years of relevant professional experience in partnership development, resource mobilization, institutional fundraising, or managing CSR funding initiatives.
- Demonstrated prior experience engaging with corporate CSR teams, government funding bodies, and non-profit/philanthropic investors.
- Experience liaising with educational institutions or universities, in India and/or internationally, is highly desirable.
- Prior exposure to grant/program management, including proposal writing and donor reporting, is preferred.
- Willingness and ability to travel domestically as required.

Skills & Competencies:

- Excellent written and verbal communication skills, including the ability to prepare polished proposals, presentations, and reports.
- Cross-functional collaborative attitude as well as action orientation is one of the most valuable skills for this position.
- Strong stakeholder management skills, with the ability to engage credibly with senior leaders across corporate, government, academia, and non-profits.
- Strong analytical and research skills to identify funding opportunities and evaluate partnership potential.
- Proven relationship-building and networking abilities across diverse institutional and cultural contexts.
- Strong organizational and coordination skills, with the ability to manage multiple partnerships and grants simultaneously.
- High degree of professionalism, integrity, and discretion in handling sensitive financial and donor information.
- Collaborative, team-oriented approach; comfortable working closely with program managers and cross-functional colleagues.
- Proficiency in MS Office (Word, Excel, PowerPoint); familiarity with CRM or partnership-tracking tools is a plus.
- Self-driven, with strong ownership and the ability to work independently while reporting to senior leadership.



To apply:

Interested candidates meeting the above criteria may share their updated resume along with a cover letter to careers@ikpknowledgepark.com by mentioning subject line as “Application - Chief Manager, Partnerships” before 30th September 2026. Please note that applications will be reviewed on a rolling basis. We encourage you to apply early, as the position may be filled before the deadline.

IKP is an equal opportunity employer. We thank all applicants for their interest; only shortlisted candidates will be contacted.