



### **About the company:**

Innocule manufactures speciality chemicals and performance aids for the mineral industry. The product portfolio includes a vast range of additives specifically catering to the challenges faced by the Indian mineral industry. Innocule was founded in 2013 and aims to be a market leader in providing cost effective solutions to Indian Mineral Industries. The company is R&D driven. It has developed five products and a few more products are expected to be market-ready by the end of this year.

### **Post: Manager - Business Development & Production**

1. Innocule is a start-up and fast growing company with immense potential for learning and growth. We are looking for a long-term relationship (atleast for 3 years) for deserving candidates. We are seeking dynamic and motivated candidates who can think on their feet, who love challenges and those who have a passion for entrepreneurship.
2. Those looking for a regular 9-5 job are advised not to apply. Though the broad job responsibilities are given below, the candidate should have the willingness to shoulder other non-technical responsibilities if required. The candidate should have leadership skills, strong communication and analytical mind.
3. The candidate will get exposure in developing new product lines and then implementing the product from pilot scale to industrial level.
4. The initial recruitment will be done at the level of "Manager - Business Development" and can be subsequently elevated to top management level if the candidate delivers.
5. The candidate will slowly be absorbed in the core executive team who will develop strategy and methods to implement board decisions on the ground level and report to Managing Director directly. He will be involved in day-to-day running and managing the company

### **Job Responsibilities:**

The candidate will be responsible for overall business development of the mineral additive business.

- Visiting client sites for sales and marketing of products
- To assist in setting up of our new factory and then take charge of daily operation of factory
- Conducting plant trials at plant site as and when required. Overall monitoring and supervision of plant trials
- Taking leadership in launching and sale of new products in the market
- To develop and execute marketing strategies
- To coordinate with research team to further test and deploy products in the pipeline
- Sourcing and procurement of raw materials for production and research

### **Place:**

You will be based at Bhubaneswar. However, you will have to travel all over India.

### **Eligibility:**

- B.Tech in Chemical/Metallurgy/Materials/Mining from reputed institutes. Having 1-2 years of experience in mineral processing will be a plus.

### **Compensation:**

- Starting salary upto Rs. 2.5 - 3 Lacs per Annum (increment will be linked to company's growth) + Equity (to be vested in 5 years depending on performance)

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**Registered Office:** #203, INNOCULE, KIIT-Technology Business Incubator, Campus-11, KIIT University, Bhubaneswar 751024, Odisha •  
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