Advertisement for the post of Business Development Manager at Odisha Hydrogen Valley Foundation, IIT Bhubaneswar

Advertisement No.: OHVF/BDM/2026/02 Dt.: 13.10.2026

The Hydrogen Valley Innovation Cluster (HVIC) is a first-of-its-kind concept in India, funded by the Ministry of New and Renewable Energy, Government of India, under the National Green Hydrogen Mission and monitored by the Department of Science and Technology, Government of India. HVICs are tasked with demonstrating the entire Green Hydrogen value chain, encompassing production, storage, transportation, and application. Odisha Hydrogen Valley Foundation (OHVF), set up by IIT Bhubaneswar, is the unique HVIC under this Scheme in Eastern India, focused on piloting the complete green hydrogen ecosystem. The foundation is looking forward to onboarding a highly motivated professional and invites applications from eligible Indian nationals for the following post of Business Development Manager (01 position).

Job responsibility

- Develop and execute a comprehensive fundraising and partnerships strategy as per organizational goals
- Engage with donor partners to design joint programs and initiatives for green hydrogen ecosystem implementation in line with the OHVF focus area.
- Build long-term, trust-based relationships with key decision-makers from industry, CSR, and philanthropic organizations.
- Build and manage a strong pipeline for industrial research, CSR partnerships, and philanthropic initiatives.
- Facilitate partner exposure to OHVF's infrastructure and capabilities. and on-the-ground work through field visits, reviews, and impact conversations.
- Drafting and review of high-quality concept notes, proposals, presentations, and reports, ensuring that proposals are mutually aligned with OHVF's focus area and partner priorities while maintaining programmatic integrity.
- Ensure adherence to all applicable regulatory and compliance requirements related to fundraising

Eligibility

Education

- **Essential:** BTech/MSc/MBA/BCom and other equivalent education
- **Desirable:** Science/Technology with a Management degree/diploma

Work Experience

Essential:

- **MBA – 3 years**
- **MSc/BTech:** 5 years
- **BCom/equivalent:** 8 years

Desirable:

- Work experience in fundraising, strategic partnerships, or resource mobilization from industry, government bodies, CSR, and philanthropic organizations
- Demonstrated track record of raising domestic funds for non-profits and sustaining growth over time.

- Strong experience and well-networked with the industry, CSR teams, foundations, and high-net-worth philanthropists.
- Exceptional written and verbal communication skills with strong ability to draft persuasive proposals and design partnership models.
- Strong understanding of regulatory and compliance frameworks relevant to domestic fundraising.

Age Limit: Not more than 45 years as on the closing date of the advertisement
Salary: Consolidated salary of INR 0.80 lakh to 1.5 lakh per month based on experience and performance in the interview

General Instructions

1. The candidates are required to apply through the application form appended to this advertisement.
2. Please email by creating a single PDF file with the subject Application Form for **Business Development Manager** to **office.oh2valley@iitbbs.ac.in** or send the application form along with related documents by registered post to the **Office of the OHVF, Room No. 018, SBS Building, IIT Bhubaneswar, Argul, Jatani, Khordha-752051, Odisha, India,** mentioning **Application Form - applied position name** on the envelope. Please check the essential documents required for each post, described at the end of the application form.
3. The opening date for submitting the online application is **14/10/2026,** and the closing date is **03/11/2026**.
4. Only shortlisted candidates will be intimated by email for an interview. No TA/DA shall be provided to the candidates for attending the interview. The interview may be conducted online.
5. Mere eligibility will not vest any right in any candidate to be called for an interview.
6. Minimum requirement of experience may be relaxed in respect of outstanding candidates.
7. The OHVF center reserves the right to call only the requisite number of candidates for interview after shortlisting in terms of the candidates' qualifications, suitability, and experience.
8. The decision of the OHVF in all matters of selection is final.
9. No interim inquiries shall be entertained.
10. Canvassing in any manner would entail the disqualification of the candidature.
11. The positions are purely temporary in nature, and they have nothing to do with a permanent position in the center.
12. The initial appointment will be for 12 months, with the option to extend based on performance.

Indian Institute of Technology Bhubaneswar
Odisha Hydrogen Valley Foundation
(A Section 8 Company of IIT Bhubaneswar)

Form No._____ (for office use only)

Application Form for Advertisement No.: OHVF/BDM/2026/02 Dt.: 13.10.2026

1. Post Applying For		Please paste your recent passport-size photo.
2. Name (Dr./Mr./Mrs./Ms.)		
3. Date of Birth		
4. Age as on 20/03/2026		
5. Category (Gen/OBC/SC/ST)		
6. Address for correspondence		
7. Contact No. (Mobile)		
8. E-mail		
9. Relationship with any IITBBS employee (if any)		

Qualifications:

Degree*	College/University	Year of Passing (pursuing)	Subject/ Specialization	%/ Grade/ CGPA
Ph.D.				
M.Sc./ M. Tech/MBA.				
B.Sc./B.E./ B.Tech.				
12th				
10th				

* Please include the minimum qualifications for the post you are applying for

10. Any other qualifications	
11. National level examinations	
12. Work experience (Attach the relevant documents and note on alignment with the advertised post)	
13. Write-up on potential contribution to OHVF (attach a separate note)	
14. Signature of the candidate	

Documents to be submitted:

- Duly filled and signed application form
- Curriculum vitae
- Supporting documents for meeting essential and desirable criteria. Self-attested copies of all relevant educational certificates, marksheets, and experience certificates, if any.
- Description of the past research work, technical assignments, work experience, and their alignment with the role in the applied position (maximum 2 pages)
- Please submit a one-page write-up on your potential contribution to the Odisha Hydrogen Valley Foundation