Chief Executive Officer – Axis Bank BITS Research Park	
About Axis Bank BITS Research Park	**Axis Bank BITS Research Park** is the research, innovation and technology park of **BITS Pilani**, designed to create a high-impact ecosystem at the intersection of **pharma, life sciences, biotechnology, healthcare and deep technology**. Axis Bank BITS Research Park will bring together companies, emerging ventures, researchers, startups, investors and ecosystem partners in a co-located environment. The vision is for • key pharma industry partners to co-locate with us • faculty- student- and external startups to incubate with us. Its purpose is not simply to provide physical space, but to create a platform where - **Research translates into technology,** - **Technology translates into ventures, and** - **Ventures and industry create new products, services and societal impact**. Located within the BITS ecosystem and Hyderabad's globally significant life-sciences cluster, Axis Bank BITS Research Park will leverage BITS's academic capabilities, research talent, entrepreneurial culture and industry relationships to build a distinctive model of university–industry innovation.
Industry / Service	Higher Education
Position Overview	The CEO will provide **strategic, entrepreneurial and operational leadership** for Axis Bank BITS Research Park and will be responsible for establishing it as a leading university-linked innovation ecosystem in pharma and life sciences. The **CEO will be a founder-builder** and will not be seen as a conventional university position. For Axis Bank BITS Research Park, the critical distinction is that the CEO isn't primarily leading and managing a tech park—the CEO **builds an ecosystem and a business around innovation**. The CEO will have end-to-end responsibility for the **growth, financial sustainability, industry engagement, innovation ecosystem, partnerships and impact** of the Park. **Central mandate of the CEO**: To make Axis Bank BITS Research Park the place where BITS research, industry capability, entrepreneurial talent and investment come together to create the next generation of pharma and life-sciences technologies and companies.
Post / Job Title	**Chief Executive Officer**
Job Type	Full Time
Reporting to	**Board / Governing Council, Axis Bank BITS Research Park**
Will work closely with	Relevant stakeholders both Internal and External
No. of Positions	**1**
Location	**BITS-Pilani, Hyderabad Campus**

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Key Responsibilities

1. **Develop and execute the Park's strategy**
- Translate the vision of the Research Park into a clear multi-year business and growth strategy.
- Establish the Park's positioning and value proposition within the Indian and global pharma/life-sciences ecosystem.
- Identify priority sectors and technology domains, including biotechnology, pharmaceuticals, medtech, diagnostics, digital health, AI in life sciences, advanced manufacturing and sustainability.
- Develop the Park as a platform spanning research, innovation, entrepreneurship, technology commercialization and industry collaboration.
- Establish measurable strategic, financial and ecosystem KPIs.

2. **Build the industry ecosystem**
- Attract leading pharma, biotech, healthcare and life-sciences companies as anchor partners and co-located tenants.
- Develop relationships with global R&D organisations, GCCs, technology companies and specialist innovation organisations.
- Create mechanisms through which resident companies can engage with BITS faculty, researchers and students.
- Develop industry-sponsored research, contract research, joint laboratories, technology-development programmes and collaborative R&D.
- Build a strong pipeline of prospective industry partners and maintain senior-level relationships with key stakeholders.

3. **Build and scale the startup ecosystem**
- Establish Axis Bank BITS Research Park as a preferred destination for life-sciences and deep-tech startups.
- Develop structured pathways for startups from ideation and incubation through validation, investment, scale-up and commercialization.
- Build relationships with venture capital, private equity, angel investors, family offices, corporates and government funding agencies.
- Facilitate access to BITS research, laboratories, faculty expertise, talent, industry partners and infrastructure.
- Develop programmes for technology transfer, licensing, spin-outs and university-originated ventures.
- Create a strong founder and mentor network around the Park.

4. **Create university–industry–startup pathways:** A defining responsibility of the CEO will be to turn physical co-location into meaningful collaboration. The CEO will develop platforms through which companies and startups can:
- access BITS research capabilities and talent;
- sponsor and co-develop research;
- undertake proof-of-concept and technology-validation programmes;
- recruit students and researchers;
- co-design courses and executive education;
- establish joint laboratories and innovation centres;
- commercialize university-generated intellectual property;
- develop and test new technologies; and
- create new ventures and spin-outs.

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5. **Drive financial sustainability:** The CEO will have responsibility for developing a sustainable business model for the Park, including:

- corporate tenancy and co-location;
- membership and partnership models;
- innovation and R&D programmes;
- sponsored research;
- incubation and acceleration programmes;
- technology commercialization;
- executive education and specialized training;
- events and ecosystem programmes;
- philanthropy and CSR; and
- other appropriate revenue streams.

The CEO will oversee budgeting, financial performance, resource allocation and cost management while ensuring that commercial objectives remain aligned with the Park's institutional mission.

6. **Build strategic partnership**s: The CEO will represent Axis Bank BITS Research Park and BITS Pilani at senior national and international forums. Develop partnerships with:

- national and multinational pharma and life-sciences companies;
- hospitals and healthcare institutions;
- research institutes and universities;
- biotechnology and technology organisations;
- investors and financial institutions;
- government and industry bodies;
- international innovation ecosystems; and
- relevant industry associations. .

7. **Establish the Park's brand and visibility**

- Develop Axis Bank BITS Research Park as a recognised national brand in university-linked pharma and life-sciences innovation.
- Lead high-profile industry and innovation programmes, conferences, challenges and demonstration events.
- Build thought leadership around university–industry collaboration, life-sciences innovation and technology entrepreneurship.
- Develop relationships with media, industry publications and relevant ecosystem platforms.

8. **Lead the organisation**

- Build a high-performing, entrepreneurial team for Axis Bank BITS Research Park.
- Establish appropriate organisational structures, processes and governance.
- Develop a culture characterised by speed, collaboration, innovation, accountability and customer focus.
- Work closely with BITS academic and administrative leadership while retaining the entrepreneurial agility required to operate an innovation park.
- Ensure compliance with institutional, regulatory, financial and governance requirements.

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What Success Looks Like	Within the first 3–5 years, the CEO would be expected to establish Axis Bank BITS Research Park as: 1. A **destination** for leading pharma and life-sciences companies seeking access to research, talent and innovation. 2. A **launchpad** for high-potential life-sciences startups emerging from BITS and the wider ecosystem. 3. A **platform** for university–industry, with significant sponsored and collaborative research. 4. A **commercialization** engine converting research and intellectual property into technologies, license's and ventures. 5. A **magnet for investment**, connecting startups and research programmes with domestic and international capital. 6. A **financially sustainable enterprise** with diversified revenue streams. 7. A **nationally recognized brand** for pharma and life-sciences innovation.
Other Skill and Ability Requirements	• Significant senior leadership experience in pharma, biotechnology, life sciences, healthcare, technology commercialization, innovation ecosystems or a closely related field. • Demonstrated experience building businesses, partnerships, ecosystems or new ventures. • Strong understanding of the pharma/life-sciences innovation and commercialization landscape. • Experience working with senior corporate executives and research/academic institutions. • Demonstrated ability to develop and close strategic partnerships. • Strong financial and commercial acumen. • Experience engaging with startups, investors and entrepreneurial ecosystems. • Excellent communication, negotiation and stakeholder-management skills. • Ability to operate strategically while also being highly execution-oriented.
Qualification	**Education**: A postgraduate qualification in management, business, science, engineering, biotechnology, medicine or a related discipline would be desirable. A PhD in life sciences / pharma will be desirable.
Tenure	Term of appointment is for 3 years and will be renewed based on satisfactory performance review against the goals set.
Remuneration	The proposed remuneration will be in the range of **₹50–60 LPA, inclusive of Variable Pay**, and will be determined based on the candidate's background, qualifications, experience, and suitability for the role.

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