



Birla Institute of Technology & Science, Pilani

(An Institution of Eminence)

Pilani Campus

JOB DESCRIPTION

About BITS, Pilani	Birla Institute of Technology & Science, Pilani has been declared as an "Institution of Eminence Deemed to be University" by the Central Government of India in exercise of the power conferred under Section 3 of the UGC Act 1956 and is a renowned science and technology institute with its headquarter located in Pilani, Rajasthan, India. In addition to Pilani, BITS Pilani has campuses in Dubai, Goa, Hyderabad and Mumbai.
Industry	Higher Education
Job Type	Contractual: Contract of 3 years, extendable based on performance review
Post/Job Title	Manager- Technology Transfer
Reporting to	Head- Technology Transfer Office
Will also work very close with	Intellectual Property Office, Technology Enabling Center, Research and Innovation Office.
No of positions	One
Job Location	Pilani, Rajasthan
Job Purpose	The Manager – Technology Transfer shall be responsible for managing and coordinating the end-to-end technology transfer and commercialization activities of BITS Pilani, with the objective of maximizing the societal and commercial impact of the Institute's research and innovation. The role will oversee technology evaluation, intellectual property commercialization, licensing, industry engagement, startup enablement, and the execution and management of technology transfer agreements. With the establishment of the BITS Pilani Foundation for Advisory, Consultancy and Technology Transfers (BITS Pilani-FACTT), the position will play a pivotal role in coordinating technology transfer operations between BITS Pilani and FACTT, ensuring seamless implementation of commercialization processes, documentation, regulatory compliance, effective stakeholder engagement, and alignment with the institutional technology transfer framework and FACTT's operational requirements.
Principal Responsibilities	Technology Commercialization and Intellectual Property Management - Evaluate technologies for commercial potential through technical, market, and competitive analyses. - Develop commercialization strategies, including licensing, assignment, spin-off creation, and collaborative development. - Prepare technology profiles, marketing materials, and commercialization plans for institutional technologies. - Scouting and Identify potential industry partners, investors, and commercialization opportunities. - Execution of technology licensing, assignment, and commercialization agreements. - Structure licensing terms, royalty arrangements, milestone payments, and other commercial provisions. - Manage post-licensing relationships, monitor compliance with contractual obligations, and oversee revenue realization. - Develop and strengthen strategic collaborations with industry, government agencies, startups, incubators, and investors. - Facilitate industry-sponsored research, collaborative R&D, consultancy, and innovation partnerships. - Promote institutional technologies through industry outreach, networking events, exhibitions, and technology showcases.



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	• Draft, review, negotiate, and administer agreements relating to intellectual property and research collaborations, including Non-Disclosure Agreements (NDAs), Material Transfer Agreements (MTAs), Technology Transfer Agreements (TTAs), License Agreements, IP Assignment Agreements, Sponsored Research Agreements, Consultancy Agreements, Collaborative Research Agreements, and Memoranda of Understanding, IP searches, FTO and allied activities. • Facilitate faculty, and student startup formation, IP licensing to startups, and investor engagement. • Design and deliver training programs, workshops, and awareness sessions on intellectual property, technology commercialization, innovation management, and entrepreneurship. • Maintain accurate records of licensing activities, commercialization outcomes, and revenue generation. • Ensure compliance with institutional regulations, documentation, funding agency requirements, and applicable national and international IP laws. • Perform other related duties as assigned by Head-Technology Transfer Office
Qualification and Experience	1) Education Qualification: Essential: Full time Master degree (M.Tech/M.E./MBA with B.Tech/ M.Sc with L.L.B) Desirable: Certificate in technology Transfer and IP management. 2) Experience: Total minimum Experience of 5 years' post attaining the essential qualification. With at least 2 years of demonstrated work experience in Legal firm or Academic Technology Transfer Office, drafting and negotiating Contracts & Agreements, Intellectual Property & Technology commercialization /Business Development. 3) Age-Criteria: Candidate Should not be above 40 years of age as on 1 August 2026.
Other Skill and Ability Requirements	• Ability to work with minimum / abstract information; independent and self-starter attitude. • Strong & demonstrated Excel, PowerPoint and Word skills, canva, email marketing, and project management tools.
Remuneration	Up to 15 Lacs per annum, depending on the experience / suitability to role.