

## **IIM Lucknow Enterprise Incubation Centre** **INDIAN INSTITUTE OF MANAGEMENT LUCKNOW**

*NOIDA Campus @BI, Institutional Area, Sector 62, NOIDA- 201307*

### **VACANCY** **NOTIFICATION**

**(CALL FOR APPLICATIONS)**

**Subject – Recruitment for the position of Manager-Investment Management (on contract) for IIML- EIC:**

IIML-EIC is hosted by IIM Lucknow supported by NSTEED, DST, GOI and UP Government. IIML- EIC invites applications from the interested and eligible candidates for the selection of one position of **Manager-Investment Management** (on contract) initially for a period of 1 year, which may be considered further for extensions as per the need and policy of the IIML- EIC.

The details are as follows-

#### **Post- ~~Manager-Investment~~ Management**

#### ***Job Description & Key Responsibilities***

##### **Financial Analysis & Legal:**

- Conduct in-depth financial analysis to assess the financial health of startups and potential investment opportunities
- Prepare comprehensive financial models, valuation analysis, and investment memoranda, transaction and trading comparable for enabling follow on round conversations
- Provide input for overall Startup Investment Process, Financial Modeling (including Startup Due Diligence & Negotiation skills), Enterprise Valuation (Pvt equity)
- Ability to read and evaluate Term Sheets and Share Holder Agreements.

##### **Client Relationship Management:**

- Build and maintain existing relationships with investors by understanding their thesis, portfolio investments to provide them with potential investment opportunities
- Analyze financial statements, forecasts and funding requirements of startups.
- Collaborate with cross-functional teams to ensure seamless delivery of investment insights and fundraising industry landscape

##### **Market Research:**

- Stay updated of industry trends, market conditions, and regulatory changes that may impact investment decisions.
- Provide market insights and intelligence to clients and internal teams.
- Understand data analysis to develop & execute quantitative analysis along with gap & impact analysis
- Know market trends & analysis to implement the best industry practices for the growth of startups.

### **Skills & Knowledge Requirements:**

- A minimum of Bachelor's degree in Economics, Commerce with CFA (Level 1) / CA (Inter)/ CS /CMA/ MBA/ PGDM in Finance.
- Minimum of 3-5 years' experience in startup investment processes, financial modeling & valuations
- Strong knowledge in the area of the Startup Investment Process and Financial Modeling including Startup Due Diligence & Negotiation skills.
- Exposure to Cash Flow, Valuation, Equity and Cap table management (desirable).
- Excellent communication & presentation skills.
- Most important, should fit into the team behaviorally, technically, culturally while maintaining a high standard of ethics.

### **Compensation:**

In the scale of total remuneration between Rs. (40000 to 60000) (all-inclusive) with break up available with incubator as per IIML- EIC's policy. Additionally, medical insurance, mobile reimbursement and other benefits for the executive as per policy of the Incubator.

### **General Conditions**

- Submit your application using the below link: LINK: [CLICK HERE](#)
- Last date of submitting online application is 29<sup>th</sup> February'24 before 5:30 PM
- All the received applications for the said post will be shortlisted and only the shortlisted candidates will be invited through e-mail to appear in the interview on the scheduled date and time.
- The candidates have to produce their bio-data along with a set of photocopies in support of their educational qualifications, experience etc. at the time of the interviews. They should also bring all testimonial in original for verification purpose.
- There will be multiple rounds of interviews as deemed appropriate by the management.
- No TA/DA or any other incidental expenses will be reimbursed for attending the interview.
- Initial appointment will be for 1 year on contract renewable further subject to satisfactory performance of the incumbent and need of the IIML-EIC.
- The compensation will be decided out depending on qualification, experience, last drawn salary and relevant factors.
- Candidates are advised to visit the website of IIM Lucknow ([www.iiml.ac.in](http://www.iiml.ac.in))/ ([www.iimlincubator.com](http://www.iimlincubator.com)) regularly for updation, amendments and corrigenda (if any). It will be placed on Institute website only.
- IIML-EIC reserves the right not to fill the above position, if it desires so.
- Canvassing in any form will be a disqualification.

**MD, IIML- EIC**  
**Indian Institute of Management- Noida Campus B-1, Institutional Area,**  
**Sector-62, Noida**