

## AIC STPINEXT INITIATIVES

(A Section 8 Company incorporated by Software Technology Parks of India)  
30, Electronic City, Phase IV, Udyog Vihar, Sector 18, Gurugram, Haryana



### Eligibility criteria and Job description for Appointment of Manpower for APIARY CoE in Blockchain Technology at Electronics City, Phase-IV, Udyog Vihar Sector -18, Gurugram, Haryana – 122015.

About Centre of Entrepreneurship for Blockchain Technology (APIARY): This Centre of Entrepreneurship (CoE) – APIARY, is a Startup Incubator-cum-Accelerator Programme (SIAP), being promoted by Software Technology Parks of India (STPI) under Ministry of Electronics & Information Technology (MeitY), Government of India through its subsidiary AIC STPINEXT INITIATIVES (a section 8 company) set up with a vision to foster entrepreneurship among the youth and create a knowledge & IP base in Blockchain technology. Details about the eligibility criteria and job description for different posts are given below:

1	<b>Designation</b>	<b>Manager Technical</b>
	Nature of appointment	Contract for 2 years or co-terminus with CoE, whichever is earlier, which may be renewed based on performance subject to extension of project tenure
	Education Qualification	Bachelor's or Master's degree in Computer Science, Information Technology, or equivalent qualification
	Age Criteria	Below 35 years. (relaxation permissible for deserving candidates)
	<b>Eligibility Criteria-</b>	<p><b>(a) Educational and other qualifications-</b></p> <ul style="list-style-type: none"><li><i>Essential:</i> Bachelor's degree in computer science, Information Technology, or equivalent qualification</li><li><i>Desirable:</i> Post-Graduation in Management</li></ul> <p><b>(b) Work Experience-</b> 5+ years of work experience including minimum 3 years of experience in blockchain technology and consulting with Proficiency in blockchain platforms (e.g., Ethereum, Hyperledger, Corda), smart contract development, cryptography, and decentralized systems.</p> <p>Preference will be given to the candidate having experience in incubation management &amp; Incubation Ecosystem etc.</p>
	Role Brief.	We are seeking a highly skilled and motivated Blockchain Consultant. The ideal candidate will have a deep understanding of blockchain technology and its applications across various industries. This role involves consulting blockchain startups, developing blockchain solutions, and providing expert guidance to ensure successful product/service implementation. The candidate shall be reporting to the COO Apiary and shall be responsible for smooth functioning of Centre. The candidate must have strong communication skills – written and spoken; and fair knowledge

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		of productivity tools and digital technologies to perform assigned roles & responsibilities.
	Skills Req.	<ul style="list-style-type: none"> <li>Startup Consultation: Engage with APIARY blockchain startups to understand their needs and provide tailored blockchain solutions.</li> <li>Technical Expertise: Has in-depth knowledge of blockchain platforms, smart contracts, decentralized applications (DApps), and related technologies.</li> <li>Solution Design: Design and architect blockchain solutions that address specific business challenges and opportunities for APIARY startups.</li> <li>Research and Development: Stay updated with the latest advancements in blockchain technology and integrate relevant innovations into startup solutions.</li> <li>Training and Support: Provide training sessions and ongoing support to APIARY startups and internal teams on blockchain-related topics.</li> <li>Collaboration: Work closely with cross-functional teams, including developers, product managers, and business analysts of APIARY Startups.</li> <li>Documentation: Prepare detailed documentation for all blockchain solutions, including design specifications, implementation guides, and user manuals.</li> <li>Technical Skills: Proficiency in blockchain platforms (e.g., Ethereum, Hyperledger, Corda), smart contract development, cryptography, and decentralized systems.</li> <li>Analytical Skills: Strong analytical and problem-solving skills with the ability to design innovative solutions.</li> <li>Communication: Excellent verbal and written communication skills, with the ability to explain complex technical concepts to non-technical stakeholders.</li> <li>Certifications: Relevant blockchain certifications are a plus.</li> </ul>
	Remuneration	In the range of Rs. 50,000 to Rs. 75,000 per month (relaxation as per industry standards permissible for deserving candidates).
<b>2</b>	<b>Designation</b>	<b>Manager Alliances (Funding and Industry Relations)</b>
	Nature of appointment	Contract for 2 years or co-terminus with CoE, whichever is earlier, which may be renewed based on performance subject to extension of project tenure.
	Education Qualification	Graduate from a recognized university. (MBA Degree preferred)
	Work Exp.	2-3 Years in relevant field
	Age Criteria	Less than 40 years as on the last date of submission of application. Further, suitable candidates may be given age relaxation.
	Role Brief.	The Manager – Alliances & Funding at our Incubation Centre plays a

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		crucial role in securing financial resources for startups through the cultivation and management of relationships with angel investors and venture capital (VC) firms. The candidate shall be reporting to the COO, Apiary and shall be responsible for carrying out in investment, fundraising, and relationship management within the startup ecosystem, as directed. The candidate must have strong communication skills – written and spoken; and also have fair knowledge of productivity tools and digital technologies to perform assigned roles & responsibilities.
	Skills Req.	<ul style="list-style-type: none"> <li>· Investor Relations:</li> <li>· Establish and maintain strong relationships with angel investors, venture capitalists, and other funding entities.</li> <li>· Act as the primary point of contact for all funding-related inquiries and communications from investors.</li> <li>· Organize and coordinate investor meetings, pitch events, and demo days to showcase startup ventures.</li> <li>· Fundraising Strategy:</li> <li>· Develop and implement comprehensive fundraising strategies to secure investment for startups within the incubation program.</li> <li>· Assist startups in preparing and refining pitch decks, business plans, and financial models to appeal to potential investors.</li> <li>· Identify potential funding opportunities and match them with appropriate startups</li> <li>· Due Diligence:</li> <li>· Conduct thorough due diligence on startups seeking funding to ensure they meet investor criteria and standards</li> <li>· Facilitate and support the due diligence process from investors, providing them with necessary information and documentation.</li> <li>· Networking and Outreach:</li> <li>· Attend industry events, networking sessions, and conferences to identify new investment opportunities and foster relationships within the investor community.</li> <li>· Build and maintain a robust network of contacts within the investment and startup ecosystems</li> <li>· Reporting and Analysis:</li> <li>· Prepare regular reports on fundraising activities, investor engagement, and funding outcomes. Analyse market trends and investor behaviour to refine and adapt fundraising strategies.</li> <li>· Mentorship and Support</li> <li>· Provide mentorship and guidance to startups on fundraising strategies, investor relations, and financial planning</li> <li>· Conduct workshops and training sessions on effective fundraising techniques and best practices.</li> </ul>
	Roles & Resp.	<ul style="list-style-type: none"> <li>· Strong understanding of the venture capital landscape, investment processes, and startup financing.</li> <li>· Excellent communication, negotiation, and presentation skills.</li> <li>· Ability to build and maintain relationships with high-level stakeholders.</li> <li>· Analytical mindset with the ability to assess and evaluate</li> </ul>

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		investment opportunities. <ul style="list-style-type: none"><li>· Self-motivated and able to work independently with minimal supervision, as per directions of the COO. Strong network of contacts within the investment and startup communities.</li><li>· Ability to thrive in a fast-paced, dynamic work environment.</li><li>· Willingness to travel as needed to meet with investors and attend industry events.</li></ul>
	Remuneration	Maximum fixed and consolidated salary of Rs. 50,000/- (Rupees Fifty Thousand Only) per month. For deserving candidates, the consolidated salary as per industry standards, may be negotiated.

How to apply: Candidates meeting the above eligibility requirements may fill up the application online at website of the company [www.stpinext.in](http://www.stpinext.in) or <https://gurugram.stpi.in/>

### Selection process:

- I. Applications received by the last date shall be screened by a duly constituted Committee. Therefore, applicants are required to go through the eligibility criteria carefully and ascertain themselves regarding their eligibility before applying.
- II. The 'screened-in' candidates shall be called for Personal Interview.
- III. The Candidates, at the time of personal interview, must bring their original documents for verification and one set of duly self-attested photocopies of those documents.
- IV. The Name of the Applicant in application form must be same as mentioned in the certificate of matriculation. In case the candidate has changed his name subsequent to matriculation, the evidence to that effect should be furnished at the time of interview.

### Other general terms & conditions:

- I. Canvassing in any form will be treated as disqualification. Any candidate found canvassing for his candidature will be summarily disqualified.
- II. Experience in the relevant field shall be calculated after attaining the minimum essential qualification(s).
- III. Mere fulfillment of qualifications and experience requirements does not entitle candidates to be called for test and/or interview.
- IV. Candidates are advised to upload certificate of their age, educational qualifications, experience etc. while submitting online applications.
- V. In case any candidate found ineligible on any ground after his appointment, his service will be terminated immediately without assigning any reason thereof.
- VI. Candidates recommended by the Selection Committee shall be offered the appointment.
- VII. Candidates are warned that they should not furnish any false information or submit any document which is defective or fabricated or otherwise commit any act of misconduct in submitting the application form or during the course of recruitment. In case any such case is detected at any stage, the company reserves the right to stop/cancel selection/appointment and take other legal action, as appropriate, against such candidate.
- VIII. Any litigation will be subject to the jurisdiction of Delhi courts.
- IX. No TA/DA will be given for appearing interview