

Job Title: Business Development Specialist

Number of Positions: 2

Location: Hyderabad

Organisation: Bharti Institute of Public Policy (BIPP) at Indian School of Business (ISB)

The Bharti Institute of Public Policy (BIPP) at the Indian School of Business (ISB) is seeking dedicated Business Development Specialists to support its Initiative on the Forest Economy (IoFE) in all the project locations.

The Business Development Specialist will play a vital role in facilitating activities at the field level, focusing on developing the businesses of women-owned community enterprises around seasonal forest products (SFPs). This includes supporting business development, training related to market linkage, and providing continuous guidance to ensure the successful implementation of project activities. The role requires close collaboration with forest-dependent communities, partners, civil society organisations (CSOs), local stakeholders, and industries.

This position is ideal for individuals passionate about rural development, grassroots mobilisation, and sustainable livelihoods.

Responsibilities

- Support incorporation of Producer Companies (PCs), including coordination for documentation, registrations, and statutory requirements, and assist in post-incorporation activities such as operationalisation, governance processes, and compliance-related coordination.
- Conduct primary and secondary market research on SFPs available in states where IoFE operates, including mapping demand trends, pricing, buyer segments, quality standards, and seasonal market dynamics.
- Support training of PC representatives on market needs, buyer requirements, quality standards, and documentation required for market participation.
- Participate in PC training programmes related to SFP markets and assist in business development activities for PCs.
- Coordinate with PCs and their representatives during market linkage operations, including buyer interactions, trial sales, bulk transactions, and logistics coordination.
- Support data collection, analysis, and maintenance of business-related datasets, such as procurement volumes, sales, pricing, buyers, and market

performance; maintain trackers, MIS, and documentation related to business operations and market linkages, and support preparation of periodic reports and internal reviews.

- Frequent field travel to project locations as per program requirements and coordinate closely with field teams and community representatives to ensure smooth execution of activities.

Qualifications and Skills

- Bachelor's or Master's degree in a related field.
- Strong analytical and communication skills to engage with diverse stakeholders.
- Experience of working at the grassroots level with communities, especially in rural or tribal settings. Strong experience in working with community enterprises.
- Prior experience in SFP marketing, value chain analysis, or producer collective development is a plus.
- Ability to manage the field level operations related to supply chain of SFPs.

Salary

INR CTC 10,00,000 per annum excluding travel expenses which will be reimbursed on actuals.

Application Instructions

Interested candidates are invited to submit their application through the following

JotForm: <https://www.jotform.com/build/260180517915456>

The application should include:

1. An updated **CV**.
2. A **cover letter** explaining your fit for the role based on the job description. *Applications without a cover letter will not be considered.*

Deadline to Apply: 5 February 2026