

## **Job Title: FarmerZone™ Head of Operations**

FarmerZone™ is the Dept of Biotechnology's vision of a cloud service that will offer AI-based advisories to help smallholder farmers increase their total farm productivity. FarmerZone will be a multi-purpose window, from dealing with climate change and weather prediction to matters of land, soil, water, seed to market linkages. FarmerZone will be a single platform for collecting, curating and analyzing data and distributing it in need-based advisories.

IIT Mandi, along with several partner institutions, has been funded by the Dept of Biotechnology to create the first FarmerZone Sentinel with potato as the initial crop, serving farmers in HP, Punjab and UP. The mandate is to expand to other crops and to farmers throughout India. The partners include the Central Potato Research Institute, Microsoft Research India, the National Institute for Agricultural Biology (UK), and others.

We are seeking the right individual to lead this ambitious project right from its inception. This position offers tremendous opportunities to positively impact agriculture in India. It provides significant professional challenges and growth. Executives in large companies in the private and the public sector, startup founders, leaders in NGOs are encouraged to apply.

### **Roles and responsibilities:**

- Work out of IIT Mandi and report to Prof. T.A. Gonsalves, Director, IIT Mandi
- Be responsible for all aspects of getting the FarmerZone Sentinel operational
- Work with technology and domain expert partners of FarmerZone in defining the detailed architecture of FarmerZone and get them implemented through partners
- Create a scaleable revenue model for FarmerZone
- Manage interactions with diverse stakeholders, from large government organizations to farmer organizations to startups to international partner organizations
- Engage with farmer organizations, including cooperatives, NGOs and agri-startups to ensure that FarmerZone delivers the intended benefits to farmers
- Travel frequently within India and occasionally abroad

**Requirements:** Master's degree in management/business/engineering/science and track record of 10 years OR PhD degree and 5 years of successful execution of challenging projects. Requirements can be relaxed for candidates with exceptional track record in similar projects.

**Salary:** Rs. 60 – 80K/month. Negotiable for exceptional candidates. Accommodation on IIT campus if available.

**Tenure:** Initially for 1 year, extendable to 3 years based on performance.

**Deadline:** Apply by email to [srikant@iitmandi.ac.in](mailto:srikant@iitmandi.ac.in) no later than 15<sup>th</sup> August 2018. Late applications may be considered until the post is filled.

**Project No:** IITM/DBT-Indo-UK/SS/192

### **Contact:**

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