

JOB DESCRIPTION: PROGRAM DIRECTOR, MEDTECH & BIOMEDICAL STARTUP GROWTH VERTICAL

About BFI

Blockchain for Impact is a non-profit foundation dedicated to accelerating biomedical research and innovation for public good. We believe that by creating a resilient and interconnected ecosystem, we can transform cutting-edge scientific discoveries into tangible health solutions that serve a global population. Our mission is to bridge the critical gaps that exist in the biomedical innovation value chain, from foundational research to market-ready products. Over the last few years we have expanded our network in India that includes multitudes of stakeholders including government, national biomedical research facilities (such as IIT-Bombay, CSIR CCMB & CDRI, IISc, BRIC-THSTI amongst others), medical colleges (such as AIIMS New Delhi, AIIMS Jodhpur) and large incubators (such as IKP Knowledge Park, Venture Center, C-CAMP amongst others).

Through the incubators we have initiated engagement with innovators and startups. We now wish to build a vertical focused on biomedical startups and innovators supporting them in product development through the critical stages of TRL3 till TRL7 and beyond.

More about BFI : <https://www.blockchainforimpact.in/>

The Role

We are seeking a **visionary and dynamic Program Director** to serve as a key **growth creator** for our new **MedTech and Biomedical Startup Vertical**. This individual will not just manage programs but will be responsible for building, scaling, and leading a comprehensive **startup innovation platform**. This is a unique and high-impact role for a strategic leader passionate about shaping the future of biomedical entrepreneurship in India and beyond.

KEY RESPONSIBILITIES

Program Leadership & Management

- **Architect the Platform:** Take full ownership of the strategic design, development, and execution of BFI's startup innovation platform, ensuring its alignment with our foundational mission.
- **Operationalize Initiatives:** Lead the operational launch and management of key programs, including the planned **Valley of Death Navigator (VODN)**, a critical framework for guiding startups through their product journey.
- **Build and Lead a Team:** It is expected that the Program Director would build and lead a team focused on the startup vertical

- **Ecosystem Integration:** Develop and implement specialized initiatives to embed startup innovation programs within India's top medical colleges, technology institutes such as IITs and deepen our connections to the incubators thereby bridging the gap between clinical needs and technological solutions.

Partnership Building & Scaling

- **Forge Strategic Alliances:** Identify, negotiate, and establish strategic partnerships with a wide network of academic institutions, leading incubators, industry corporations, and government bodies.
- **Resource Mobilization:** Cultivate and expand our collaborations to ensure startups gain critical access to state-of-the-art hardware, prototyping infrastructure (like with mPragati at IIT Delhi), and expert mentorship.
- **Stakeholder Engagement:** Act as a primary representative and ambassador for BFI, engaging with founders, mentors, investors, and policymakers to amplify the impact of our programs.

Portfolio & Growth Strategy

- **Curate and Accelerate:** Drive the end-to-end process of sourcing, evaluating, and selecting a portfolio of high-potential MedTech and biomedical startups to join BFI's programs.
- **Growth Creator:** Provide direct, hands-on support and strategic guidance to startup founders, helping them navigate complex challenges related to product development, regulatory affairs, and commercialization.
- **Thought Leadership:** Represent BFI at key industry forums and contribute to the broader ecosystem through publications, talks, and insights on the future of deep science innovation.

Required Qualifications & Experience

- **Experience:** A minimum of 10 years of experience in biotech & biomedical innovation management, funding and venture capital, technology commercialization, or a related field, with at least 5 years in top leadership role.
- **Domain Expertise:** **Experience in MedTech product development & commercialization would be highly preferable.** A deep understanding of the unique challenges in this sector, from early-stage research to market entry, is essential.
- **Educational Background:** A degree from a top engineering university (preferably BTech/BE/MTech/ME in Engineering domains (such as Chemical Engineering, Mechanical,) or a PhD in biomedical sciences is required.
- **Startup Engagement:** **Prior experience in engaging with biotech and biomedical startups and understanding the funding mechanism of startups would be critical.**
- **Mindset:** A strong desire to be agile and an ability to operate effectively in a fast-paced, mission-driven non-profit environment, coupled with a passion for building lasting, impactful platforms. A collaborative attitude and navigating a fast paced environment would be key.



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HOW TO APPLY:

To apply, please visit the [careers page](#) on the BFI website.

For any queries, please email us at careers@blockchainforimpact.in