

## **Job Description**

### **Sr. Manager – Head New Technology Adoption**

**Department:** Innovation

**Organization:** International Center of Excellence in Mining (iCEM)

**Location:** iCEM Campus, Dev Dholera

### **About iCEM**

iCEM is an autonomous institution established by the Government of Gujarat under the auspices of the Gujarat Mineral Development Corporation. With a vision to be India's leading institute for enabling sustainable mining from societal, environmental and commercial standpoints, iCEM aims to catalyse growth of the mining sector, helping it become more efficient, safe and sustainable.

Recognising the ever-evolving mining landscape and its impact on both economic growth and the environment, iCEM adopts a comprehensive approach that encompasses capacity building and skill development, developing knowledge resources, evaluating best-in-class technologies, validating breakthrough innovations for adoption in GMDC, and forging strategic collaborations with reputed national and international institutions.

Address:

Opp. Kensville Golf Resort,  
Devdholera Village,  
Off. Bavla - Rajkot Highway,  
Ta: Bavla, Dist.: Ahmedabad,  
Gujarat (India) – 382 240

### **Role Purpose**

The Sr. Manager – Head New Technology Adoption will lead the pilot deployment, field validation, and adoption function (TRL 6–9) within the iCEM Innovation vertical.

The role is responsible for executing the final stage of the innovation lifecycle by translating validated technologies into operational deployment across GMDC and

allied mining environments, ensuring measurable business outcomes in productivity, cost efficiency, safety, and sustainability.

This role serves as the execution anchor for technology adoption, ensuring seamless transition from pilot stage to full-scale integration in real-world mining operations.

### **Key Objectives**

- Execute successful field deployment and field validation of technologies (TRL 6–9)
- Enable seamless transition from pilot stage to full-scale adoption
- Deliver measurable impact in operational performance, safety, and sustainability
- Establish structured deployment and adoption frameworks for technologies
- Build strong on-ground partnerships with mining operators, OEMs, and industry stakeholders

### **Role Positioning within iCEM Structure**

**Reports to:** Director – Innovation

**Directly Leads:** Sr. Executives / Assistant Managers (Technology Adoption)

**Works Closely With:** Head – New Technology Identification | Head – Technology Scale-up

GMDC operational teams and external partners

### **Key Responsibilities**

#### **1. Field Deployment & Field Validation (TRL 6–9)**

- Identify and onboard suitable mining sites, plants, and operational environments for pilot deployments
- Plan and execute pilot deployments in coordination with OEMs, and operational teams
- Ensure pilots are implemented in compliance with safety, operational, and regulatory standards
- Manage on-ground execution including logistics, coordination, and troubleshooting during deployment

- Capture real-time performance data, operational feedback, and field insights

## **2. Technology Adoption & Scale Integration**

- Develop and execute structured pathways for transitioning technologies from pilot to full-scale deployment
- Facilitate commercial agreements including PoCs, Minimum Viable Product (MVP) deployments, and long-term implementation contracts
- Work closely with GMDC and industry stakeholders to integrate technologies into regular operations
- Address operational challenges, resistance to adoption, and integration risks through structured interventions
- Ensure seamless integration of new technologies with existing systems, processes, and infrastructure

## **3. Stakeholder & Industry Engagement**

- Build strong working relationships with mining companies, OEMs, technology providers, and contractors
- Act as the primary interface between innovators and end-users to ensure alignment and smooth execution
- Coordinate with regulatory bodies (DGMS, MoEF, etc.) to ensure compliance and facilitate approvals
- Support demonstrations, site visits, and stakeholder engagements related to pilot and deployment activities

## **4. Performance Tracking & Impact Measurement**

- Develop KPIs and evaluation metrics for pilot success and large-scale deployment
- Track impact in terms of productivity improvements, cost optimization, safety enhancement, and sustainability outcomes
- Document pilot results, success stories, and lessons learned
- Prepare reports and dashboards for leadership and stakeholders

## **5. Collaboration & Internal Alignment**

- Work closely with the Scale-up team to onboard ready-to-deploy technologies

- Provide feedback to upstream teams (Identification & Scale-up) based on field learnings
- Support the Director – Innovation in shaping deployment strategy and operational priorities

### **Key Competencies**

- **Execution Excellence:** Strong ability to drive projects from pilot to full-scale deployment
- **Techno-Commercial Acumen:** Ability to evaluate both technical performance and business viability
- **Stakeholder Management:** Ability to work with diverse stakeholders including operations teams, startups, and regulators
- **Problem-Solving Orientation:** Capability to address real-world operational challenges
- **Result Orientation:** Focus on measurable outcomes and impact
- **Adaptability:** Ability to operate effectively in dynamic and field-based environments

### **Qualification**

- Master's / Bachelor's degree (in engineering or other technical discipline is preferred)

### **Experience**

- 12 - 15 years of experience in operations, project execution, technology deployment, or industrial environments
- Experience in mining, metals, heavy industry, or infrastructure projects is strongly preferred
- Proven track record of field deployments, or large-scale implementation projects
- Strong understanding of operational processes and industrial systems

### **Key Success Factor**

- Field Deployment & Validation
- Transition to Full-Scale Adoption

- Measurable Impact Delivery
- Deployment Framework & Industry Partnerships