



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/ 556

12th May 2023

Sub. Internship cum Placement opportunity for M.Tech (Biotechnology) and Master of Science (Medicinal Chemistry And Drug Design) students of GGSIPU University of batch passing out in 2023 in the company “Aranca”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Internship cum Placement opportunity for M.Tech (Biotechnology) and Master of Science (Medicinal Chemistry And Drug Design) students of GGSIPU University of batch passing out in 2023 in the company “Aranca”, for your reference and circulation to students to apply on given link by **15th May 2023**:

Registration link: <https://forms.gle/Tf2xmnasQc8rHVt7A>

Name of the Company – Aranca

Position – Interns for Technology Research & Advisory team in the Lifesciences division.

Eligibility Criteria – M.Tech (Biotechnology) and Master of Science (Medicinal Chemistry And Drug Design) students of GGSIPU University of batch passing out in 2023.

Location: Gurgaon / Mumbai

Stipend – INR 30000/PM

CTC to be offered after internship – INR 8,33,750/- (7.25L fixed + 15% PLB)

Duration of internship – 4 months (After completion of internship, the company will take them on permanent role which will be purely basis their performance and requirement at that time).

Process – The process will be as follows:

1. Details of interested candidates will be shared with the company.
2. Preliminary round (i.e. Writing test and Group discussion).
3. 1st Technical Round
4. 2nd Technical Round
5. HR Round
6. Discussion with Business Unit (BU) head
7. Offer

Please find the attached JD for more information. **LAST DATE FOR REGISTRATION IS 15th May 2023.**

(Ms. Nisha Singh)
Training and Placement Officer,
CCGPC, GGSIPU



Intern, TRA (Lifesciences Vertical)

Position Description

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About Aranca

Website – www.aranca.com

Aranca is a leading provider of high quality, customized and cost effective research and analytics in the areas of Investment Research, Business Research, Valuation & Advisory Services and Intellectual Property Research to global clients. Founded in UK in 2003, Aranca has a global presence including in the US, Europe and Middle East, and a state-of-the-art delivery centre in Mumbai, India.

Across business lines, Aranca's research experience is truly global and spans several industries, technology domains and regional markets.

- **Investment Research & Analytics:** We have researched over 2500 companies across 70+ sectors in both developed markets and emerging economies
- **Growth Advisory & Procurement Research:** We have helped clients to understand market dynamics in over 50 countries, across 80+ sectors and covering over 800 products / services
- **Technology Research & Advisory:** We have executed over 7500 research projects across 250 technology domains and involving searches in 70+ jurisdictions
- **Valuation and Advisory Services:** We have completed over 1600 valuation engagements across 15 major industries for clients ranging from start-ups to large enterprises

The company management is led by Mr Kannan Siva (CEO). He spearheads Aranca's research delivery, operational effectiveness, and business development and growth initiatives. Kannan has about two decades of rich experience in strategy and performance improvement consulting and managing service delivery in the outsourcing domain.

JOB SPECIFICATION

Position : **Intern/Analyst**
Location : Gurgaon
Reporting to : Manager/Senior Manager, Technology Research & Advisory

Candidate Profile

Aranca is seeking candidates with an analytical bent of mind who can understand the nitty gritty of technologies/products and translate it into actionable insights as a part of the technology research and consulting team. The role involves working in close coordination with the R&D teams of leading technology companies and supporting them with identifying emerging technologies, preparing technology or product roadmaps, conducting technology landscapes, assessing & valuing IP, building innovation strategy and determining market potential for the technologies.

Job Responsibilities

Provide opinion on Technology intelligence assignments:

- Product enhancements and innovation roadmap.
- R&D strategy development for the new conceptualized products based on market identification, customer need mapping, and untapped research areas identification.
- Strategic alliances and feasibility forecasting.

Technology Intelligence and Advisory:

- Technology scouting to identify past, existing, and emerging technologies, Channel technology related information into an organizational R & D effort.
- Legal risk assessment before product launch in by conducting the FTO searches, prior art searches and invalidity.
- Cross domain application identification for client's technology. Opportunity Assessment – Identify and assess applicability of cross-domain deployment for client's technology
- Product and claim wise mapping of potential infringing products claim charts and royalty rate calculations.

Technology Valuation:

- Patents and other IP assets valuation to identify the market value for client's technology.
- Assessing the opportunity for technology licensing, royalty rate calculations etc.

- Valuation based patent portfolio optimization through, enabling top executives in decision making to abandon non-core technologies and enhance the “high-value” IP for sustainable growth.

Perform Market Research:

- Market and demand estimations
- Landscape, new entry strategy, competitive benchmarking
- Customer behaviour, need analysis, value chain assessment

Requirements

- B.Pharma/M.Pharma/B.Tech/M.Tech/M.Sc. with outstanding academic achievements
- Ability to comprehend technologies discussed in patents, journals, articles and related literature.
- Proficiency in written and verbal English.
- Effectively write technology and business-related reports.
- Knowledge of patents would be an add-on (though not mandatory requirement)