
SMITA JAIN



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About Me

A leader with the vision and leadership insights to strategically plan, direct and control operations; capitalizing on operational excellence, record of driving productivity through trusted partnerships with organizations/people across geographies. I bring with me a vast experience of the life-science research ecosystem in India and a strong network across.

I am a trustworthy, hard working and a committee professional who believes in equality, inclusiveness, work-life balance and fair play. I am a person who loves simplicity, nature, music, reading and my family.

Professional Experience

Associate Director, Academic and Government Relations (India) (July 2021-Present)

Key Responsibilities

- Growing Science Communications business across 3 main segments – Academic Sector, Government Sector and Private Sector
 - Engaging senior decision makers at organizations and introducing them to CACTUS legacy, ethos, capabilities; networking and cultivating relationships; unearthing and developing areas of opportunities in line with our service offerings.
 - Making CACTUS the go to specialists for all science-based organizations who want to increase their visibility, enhance their branding and reputation, and communicating their research to global and domestic audiences.
 - Working closely with the Pre-sales and delivery teams to convert opportunities into sustainable business and long-term partnerships.
 - Identifying and converting potential clients and projects in the above categories to deliver the annual India target along with the science communication team.
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Education

PhD –

Cancer Biology, 2006
Indian Institute of
Science (IISc),
Bangalore

MSc –

Biotechnology, 1999
Maharaja Saiyajirao
University (MSU),
Baroda

BSc –

Botany, Zoology,
Chemistry, 1997
Banaras Hindu
University (BHU),
Varanasi

- Conceptualizing and executing thought leadership initiatives in India to position CACTUS as the leading brand in Researcher Support and Science Communication.
 - Building thought leadership, influence, and engagement with key stakeholders in the government and academia through participating in various forums, events, and policy discourses.
 - Generating thought leadership by understanding the issues in the landscape and creating a voice for CACTUS through articles, opinion pieces, speaking engagements, organizing events and panel discussions, and making presentations aimed at key stakeholders in the government and academia.

Executive Director, IndiaBioscience, Bangalore (Dec 2018-Jun 2021)

Key Responsibilities

- Strategy, Operations and Implementation across verticals
- Establishment and Management of External Partnerships
- Fund Raising | Funds and Grants Management
- Conceptualization of projects at national and international level by liaising with multiple stakeholders (both within and outside)
- Management of all the IndiaBioscience activities, and regular monitoring for improvement
- Creation of Reports and Presentations summarizing key progress and issues for the Board as well as external partners and funders
- Resource Management

Achievements

- Led the organization of five successful, well-structured and productive YIM meetings (2016-2020), and the flagship program of IndiaBioscience, in partnership with five different institutions | Strategized the Virtual YIM 2021.
 - Initiated the concept regional YIMs across India – successfully partnered and executed four meetings across India.
 - Instrumental in increasing the reach and visibility of IndiaBioscience in the Biological science community in India.
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Key Skills

- Leadership
- Integrity & Ethics
- Organization skills
- Strategic Thinking
- Partnership Building
- Team Building
- Mentoring

- Good written and verbal communication
- Excellent Presentation skills
- Negotiating and persuasive approach
- Attention to details
- Out of box thinking
- Problem solving approach

- Proficient in English and Hindi

- Streamlined the communication via IndiaBioscience website resulting in drastic increase in the viewership and reachability.
- Launched new digital initiatives like podcasts and webinars
- Established multiple new partnerships and initiated new programs
- Conceived and launched the ‘Careers in Science’ program at IndiaBioscience | Collaborated with colleagues to design a four-hour long ‘Crafting Your Career’ module | Successfully delivered multiple iterations of the program, both in offline and online mode.
- Conceptualized and wrote the proposal for the next phase of funding for IndiaBioscience. Submitted to DBT and defended the proposal.
- Conceived and spear headed the ideas for the following resources:
 - A resource booklet on Careers in Science
 - A resource book on women in science: *Spoorthi*
 - A comprehensive book on science careers for students: *Disha*
 - A resource book on funding opportunities: *Means to a Beginning*

Associate Director, IndiaBioscience, NCBS, Bangalore (Jan 2016-Nov 2018)

Key Responsibilities

- Plan, manage and execute different projects at IndiaBioscience
 - Work closely with colleagues both within IndiaBioscience, and outside to develop projects at national and international level
 - Create, maintain and actively engage with networks of scientists, educators and researchers as pertinent to specific projects or for the overall activities of IndiaBioscience
 - To develop community of organizations listed with IndiaBioscience across India, and encourage engagement by these parties on our website
 - To prepare reports that summarize key progress and issues on education and communication programs for presentations to the Board as well as external partners and platforms
 - To actively participate in all IndiaBioscience activities, and be involved in improvement initiatives
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- To work with accounts and purchase departments to ensure compliances according to the conditions put down by the corresponding granting agencies.
 - To manage the IndiaBioscience funds
 - To work closely with the team and external partner agencies in conceiving, organizing, fundraising and executing meetings and workshops as required in promoting the mandate of IndiaBioscience across themes and disciplines

Achievements

- Increased the visibility of IndiaBioscience in the Biological science community in India
- Streamlined the communication through IndiaBioscience website resulting in drastic increase in the viewership and reachability
- Instrumental in initiating the Careers in Science program at IndiaBioscience
- Conceived the idea of resource booklet on Careers in Science that has been widely appreciated by the community
- Streamlined the funds at IndiaBioscience resulting in availability of sufficient funds for each activity/meeting

QA Manager, Extramarks Education Pvt. Ltd., Noida (Feb 2015 – Jan 2016)

Responsibilities

- Execution and maintenance of a Quality Assurance Management plan across all areas in the department
 - Implementation of ongoing quality improvement process
 - Development of standards and methods to determine product quality
 - Evaluation and enhancement of QA standards
 - To conduct workshops and conduct mentoring sessions for employees
 - Analysis of International Education market for future expansion plans
 - SPOC for handling market requests in terms of feedbacks/suggestions
 - SPOC for a new e-learning product
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- Involved in tagging and mapping of the content as per specific requirement

Senior Business Development Manager, Centre for Cellular and Molecular Platforms (C-CAMP) (Apr 2010 – Jan 2015)

Responsibilities

- Management of business development activities across India | Managed marketing calls, meetings with potential clients, client presentations, follow-up calls to establish relationships and personal visits to potential, new and existing customers.
- Involvement in the technology transfer office of C-CAMP
- Managed and coordinated the Flow Cytometry course held at regular intervals at C-CAMP
- Represented C-CAMP in various scientific conferences across India and at BioAsia, Japan for oral presentations or poster presentations

Achievements

- Played a major role in spreading the vision and mission of C-CAMP to the Indian Biological Science community (both academics and Industry)
- Played a key role in setting up and streamlining the processes of Next Generation Genomics facility and Transgenic Fly Facility at C-CAMP and bringing in business for the facility
- Instrumental in designing the organizational brochures, posters, newsletter and other business development related material

Head, Molecular Diagnostics, Simbiosys Biowares India Pvt. Ltd., Bangalore (Dec 2006 – Mar 2008)

Responsibilities

- Strategizing, Implementation and Execution of development projects within the Molecular Biology division
 - Designing, Organizing and Executing assay validation and verification studies
 - Instrumental in Designing the SOPs for the Molecular Biology division
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- Managed Molecular Biology projects for various clients
 - Involved in writing project proposals for the clients
 - Vendor interactions and negotiation

Achievements

- Led the setting up on a new lab
- Created opportunities for the company to get new projects from new/existing clients
- Standardized lab processes

Scientist II, ReaMetrix India Pvt Ltd., Bangalore, Feb 2006- Aug 2006

Responsibilities

- Creation and maintenance of the Antibody custom conjugation database
 - Involvement in carrying out the custom antibody conjugations as well as doing antibody conjugations for the ReaMetrix reagents
 - Responsible for cross checking the data generated by the manufacturing team
 - Carried out the optimization studies of Antibody-Phycoerythrin conjugation protocol
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Writings and Interviews

- Careers outside academia: Interview with Smita Jain ([link](#))
- Glimpses of the year 2020 at IndiaBioscience ([link](#)); *Smita Jain*
- Being a scientist in the post-COVID world: In conversation with LS Shashidhara ([link](#)); *Smita Jain & Shreya Ghosh*
- Being a scientist in the post-COVID world: In conversation with Jyotsna Dhawan ([link](#)); *Smita Jain & Shreya Ghosh*
- 10 Leaders, 10 Questions: Renu Swarup ([link](#)); Smita Jain
- Impact of Young Investigators' Meetings on life sciences research in India (Current Science); *Smita Jain, Thomas Pucadyil, Sachin Kotak, Rashna Bhandari & Roop Mallik*
- Make your path and walk on it ([link](#)); Smita Jain
- Interview by Jayashree Rajagopalan for Editage Insights: Academia is not the only career path you can follow after your PhD ([link](#))
- Interview for SciSoup: Bridging The Gap: Career Breaks And Women In Science In India ([link](#))

Panels and Talks/Presentations

Year 2021

- Abstract on "Partnerships at IndiaBioscience" was selected for an oral presentation at IRMI Annual Conference 2021 organized by India Alliance. (Feb 2021)
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- Moderated the round table conference “” at India Science Festival (Jan 2021)
 - Invited to give a talk on ‘Science Careers’ by Shiv Nadar University (Jan 2021)

Year 2019

- Invited as a mentor at the ‘10th Ramalingaswami Conclave’ at Manesar (Apr 2019)
- Presented the activities of IndiaBioscience at ‘YIM2019’, Guwahati (Mar 2019)
- ‘Science Careers’ related activities:
 - Organized and delivered *Crafting Your Career* workshops
 - RCB, Faridabad (Feb 2019)
 - IIT Mumbai (Apr 2019) and
 - IIT Jodhpur (Oct 2019)
 - Invited as a panelist for a panel discussion on *Life Beyond PhD* at HySci Conference, CCMB, Hyderabad (Oct 2019)
 - Invited as a panelist for a Science Career session at St Joseph’s College, Bangalore (Feb 2019)
 - Delivered *Crafting Your Career* talks at
 - Chetana Program organized Karnataka Innovation Technology Society, Bangalore (Oct 2019)
 - Careers Day organized by RDO, NCBS
- Presented the activities of IndiaBioscience at ‘Regional YIMs’
 - Jodhpur (Oct 2019)
 - New Delhi (Aug 2019)
 - Kolkata (Feb 2019)

Year 2018

- Presented the activities of IndiaBioscience at ‘YIM2018’, Thiruvananthapuram (Mar 2018)
 - Presented the activities of IndiaBioscience at ‘Science Administration and Management’ (SAM) and ‘Science Journalism’ (SJ) workshops
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organized by IndiaBioscience along with IISER Pune and British Council (Oct-Nov 2018)

- Presented the activities of IndiaBioscience during the RBPT workshops organized by IISER Pune at Hyderabad and New Delhi
- Presented the activities of IndiaBioscience at Regional YIM, Hyderabad (Aug 2018)
- Science Career Talks/workshops
 - Gave a talk at a session ‘Careers crossroads’ organized by IndiaBioscience along with Sri Venkateshwara College, New Delhi (Aug 2018)
 - Invited to give a talk on Careers in Science at Centre for DNA Fingerprinting and Diagnostics (CDFD), Hyderabad (Aug 2018)
 - Invited to give a give a talk on Careers in Science at Indian Academy Degree college, Bangalore (Apr 2018)
 - Invited to give a give a talk on Careers in Science at Hyderabad Central University, Hyderabad (Apr 2018)
 - Invited to give a talk on Careers in Science as part of Careers in Biology event at Tezpur University (Mar 2018)
 - IndiaBioscience along with IndiaAlliance successfully conducted half a day session on Careers in Science CCMB, Hyderabad alongside ICCB2018 meeting (Feb 2018)
 - Organized and conducted a session on *Careers in Science* at Chalapathi Institute of Pharmaceutical Sciences, Guntur (Feb 2018)

Year 2017

- Invited as a mentor at Science Administration and Management workshop organized by IISER Pune (Oct 2017)
 - Invited as a mentor; presented the activities of IndiaBioscience during Ramalingaswami conclave at Imphal (Aug 2017)
 - Presented the activities of IndiaBioscience at YIM2017, Goa (Mar 2017)
 - Represented C-CAMP at Biotech Japan, Tokyo | Handled C-CAMP stall and delivered the talk on the various activities of C-CAMP at the expo site (May 2014)
 - Delivered lectures on Different Career Paths for Biology students at South Asian University (SAU), New Delhi (April 2014)
 - Attended India Learning Expo, Gurgaon (February 2014)
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- Conducted a workshop on Alternate career options for Biology students at Banaras Hindu University (BHU), Varanasi (October 2013)
 - Presented a talk on “Alternate career options for Biology Students” during Alternate Career Paths workshop held at Jawaharlal Nehru University (JNU) (August 2013) organized by India Bioscience.
 - Represented C-CAMP at All India Cell Biology Conference on numerous occasions apart from attending various other conferences.
 - Attended and represented Simbiosys Biowares at “XXXI All India Cell Biology Conference” in BHU, Varanasi (December 2007)

Workshops and Trainings

- Successfully completed Conscious Entrepreneurship Program (CEP) (Jan 2022)
 - Successfully Completed MCDP Advanced Learning Program (Oct 2021)
 - Successfully completed a certification online training module on Project Management (Oct 2019)
 - Selected for ‘EMBO Research Leadership Course’ organized by EMBO and India Alliance, Hyderabad (Mar 2019)
 - Attended a 3 days long ‘Leadership workshop’ by FranklinCovey in Bangalore (Nov 2017)
 - Attended a Getting2Startup: 2-day Entrepreneurship workshop by NSRCEL @ IIM Bangalore (March 2013)
 - Attended and participated in WHO-TDR Training Workshop on Good Laboratory Practices (GLP) organized by Centre for Cellular and Molecular Platforms, NCBS, Bangalore, at NCBS-TIFR, Bangalore (April 2010)
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