



## **JOB DESCRIPTION**

### **Manager / Senior Manager – Program Partnerships**

**Location:** Bangalore

#### **Job Description:**

The role of '**Manager / Senior Manager – Program Partnerships**' is a critical one at Villgro, and is designed to meet two key objectives:

1. Ensure continued value addition by Villgro to the ecosystem and its key players.
2. Building financial resilience & sustainability of Villgro.

Playing a leading role in developing partnerships for Villgro, you will have the opportunity to develop and deliver on our strategy to design innovative and relevant programs in partnership with entrepreneur-enabler organizations (International Foundations, Corporate Foundations, CSR, Bi-lateral & Multi-lateral agencies, Government, etc).

The right candidate will have a track record of success in initiating, developing and managing partnerships in the social enterprise ecosystem and/or non-profit sector in India. She/he will have a background that enables them to engage at the CxO level, as well as a stakeholder-facing background that enables them to easily interact with multiple types of partners in the ecosystem.

The ideal candidate should also have a demonstrated ability to think strategically about partnership opportunities for Villgro, with the ability to build and convey compelling value propositions.

Villgro has worked closely with numerous reputed national and international organizations for 20 years. Some of them are The Lemelson Foundation, UNDP, GIZ, Accenture, Hindustan Unilever Foundation, HDFC Bank, Rabo Bank, Yes Bank, The Technology Development Board of India, etc. These partnerships have played a critical role in the impact that Villgro has been able to create at the bottom of the pyramid.

We envision the following components to play a key part in delivering on the two key objectives of this role:

#### **1. Developing a partnerships strategy**

- Aligning key goals of the organization with the mission and work of other entrepreneur-enablers in India and internationally
- Identifying opportunities for growth and action
- Identifying routes for effective outreach

#### **2. Leading outreach**

- Conduct consistent and innovative outreach efforts to ensure continuous engagement with a wide variety of potential partners
- Work closely with senior colleagues in the organization to leverage their networks and build a deeper understanding of their program delivery potential

#### **3. Designing partnership opportunities**



- Make efforts to thoroughly understand goals of potential partners; leverage existing information and gain deeper insights in creative ways to form a nuanced understanding of the partner's priorities
- Design innovative and well-rounded partnership opportunities that meet Villgro's as well as the partner's goals; work closely with internal teams to detail out the mechanics of implementation, budgets, resources required for strong execution, etc.

#### **4. On-boarding Partners**

- Present collaboration ideas to potential partners in a manner which is evidenced, unique, concise, and compelling.
- Negotiate, where necessary, on the milestones, budgets and other areas as required
- Take complete ownership over the development and closing of agreements; ensure the milestones and budgets are well understood internally for smooth execution
- Introduction of the partner to the implementation team/s; detailing out roles and responsibilities on either side of the partnership

#### **5. Partner Relationship Management**

- Maintain oversight over all partnership deliverables, as well as operational, financial & impact reporting
- Maintain regular communication with all partners to receive feedback and ensure stakeholder goals are being met
- Explore additional areas of engagement
- Ensure longevity in working with partners

#### **If the role excites you, we would like you to:**

- Have a holistic view of key players and stakeholders in the social enterprise ecosystem
- Have 5 – 8 years of experience in cultivating partnerships
- Have the ability to analyse requirements adeptly, and think innovatively about solutions
- Have a good network which you are eager to leverage
- Have excellent command of the English language
- Be a strong team player and a motivational leader
- Be proficient in Microsoft PPT, Excel and Word

**Reporting Officer:** CEO

**Location:** Bangalore

**Remuneration:** Commensurate with experience

**How to apply:** Fill in [Villgro's Centralized Application Form](#).

#### **Meanwhile, a little bit more about us:**

Villgro is India's oldest and one of the world's largest social enterprise incubators. We support innovative enterprises that solve critical issues faced by the poor. We provide funds (grant/equity), mentors,



networks and resources to innovative social enterprises in sectors such as education, health, agribusiness and renewable energy.

Since our inception in 2001, we have incubated over 300 social enterprises with seed funding of INR 573 million. These social enterprises have generated 4000+ jobs and secured INR 1796 million in follow-on funding to impact over 19 million lives.

Villgro fosters an open culture where each member can express his/her views and opinions based on merits and objectivity. We are a small, but highly committed team of 27 and we thrive on collaboration. We are an equal opportunity employer and extremely committed to fostering workplace equity. (Brag alert) Villgro has won the prestigious [DivHersity Awards](#) as a recognition for this!

Villgro alumni have gone on to found social businesses, study at Ivy League and Indian B-schools and public policy institutes, head other accelerators and incubators, but most importantly - they have become voices of change. We are committed to providing the same exposure, learning and experiences to help you shape your career. Most of these will begin with some chai-coffee overlooking the beautiful sunset at our lovely office terrace in Bangalore, or in our bustling & green courtyard at the IITM Research Park in Chennai.

If you are the right candidate, you will resonate with many of our values,

1. *Empathy*- we are customer-centric and collaborative, yet assertive.
2. *Entrepreneurial*- we seek progress and want to get things done!
3. *Boldness*- we voice our views and respect others'. We fail fast, learn fast.
4. *Integrity*- we demonstrate transparency and honesty in every transaction.

For further information, please visit our website at <http://www.villgro.org>