

## Sector Lead – Healthcare

---

### Location: Bangalore or Chennai, India

Villgro seeks a mid-career individual who is passionate about social impact, has strong business acumen with a bias for action to run its incubation and related programs in the Healthcare sector.

Though teams currently work remotely, the role will involve in-person interactions and travel across the country, when it gets safe to travel or reopen offices.

Incubation at Villgro starts with identifying the relevant social enterprises for the program – build a compelling case as to why Villgro should be supporting them.

*Successful incubation* in this sector involves quality business advice as part of portfolio management, expanding one's capabilities by leveraging subject experts and mentors right, and by enabling relevant partnerships for the incubates. It also requires working technical knowledge. This is apart from the funding that comes along with incubation.

The sector lead is key to running incubation and related programs at Villgro,

1. Drive our core purpose of supporting innovative for-profit social enterprises to create social impact at scale. Currently, Villgro focuses on the subsectors of Infectious Diseases, Maternal & Child Health, and Noncommunicable Diseases.
2. Oversee implementation of grant supported incubation programs to deliver on impact goals & ensure supported enterprises scale up.
3. Lead program design, grant proposals and negotiations for the sector, while sharing responsibility with the CEO for financial sustainability of Villgro

The sector lead has a committed team of a portfolio manager and an analyst to help manage incubation programs, liaise with donors, and support the portfolio efficiently. Aside from managing existing programs and deepening relations with existing donors, the sector lead can identify relevant causes, build new programs and enlarge the team to run them.

This role makes an ideal opportunity for an imaginative, entrepreneurial individual wanting to drive social innovation and create impact at scale. It is tailored for a person who can translate their vision & ambition into action and can inspire the next generation at Villgro.

You would be a great fit if,

1. You are passionate about social impact, innovation, and social entrepreneurship. You have an entrepreneurial streak and have keen interest to develop large scale impact programs,
2. Your past work has helped you gain sound working knowledge of the healthcare sector – you are aware of current urgent public health issues, understand the interplay of private & public programs and are knowledgeable about technical pathways to product commercialisation.
3. With around 10 – 15 years of work experience, you are full of energy, strong on execution, inspirational and have the attitude of getting work done.
4. You have work experience in the one or more of these areas – impact investing, innovation & new business development, development sector project implementation.

5. You are comfortable with handling ambiguity, have intellectual humility, can collaborate across teams and can be decisive when required.
6. You can work with young outspoken people and be a leader to them.

**Compensation:** Commensurate with experience and in line with the impact domain

**A little bit about us:**

Villgro is India's oldest and one of the world's largest social enterprise incubators. Villgro creates impactful, innovative, and successful enterprises in Health, Agribusiness, and Climate Action. Since 2001, Villgro has supported over 323 social enterprises that have raised over INR 4,388 million in investments and impacted over 20 million lives. Villgro was recognised as the "Top Incubator" in India by Invest India (DPIIT, GoI) in 2020.

Villgro fosters an open culture where each member is encouraged to express his/her/their views and opinions. We are a small, but highly committed team of 30 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!

An ideal candidate will resonate strongly with one or more of the following values.

- **Empathetic:** We walk in the shoes of our entrepreneurs and partners
- **Bold:** We embrace uncertainty, ambition, and believe in limitless possibilities
- **Entrepreneurial:** We take initiative and capitalize on opportunities
- **Demonstrating Integrity:** We are transparent, candid, and honest in our dealings