

Lead – Partnerships & Fundraising

Partnerships & Fundraising

Location: Chennai or Bangalore

Villgro was founded with the belief that the world also needs market-based models in its efforts to alleviate poverty. It believes that communities should be part of the change they would like to see. It supports visionary and innovative social enterprises in agriculture, healthcare, and climate action sectors. Inventors and innovators working on "tough tech" and with under-served communities need all the help they can get. Villgro exists to help them.

You will play a leading role in the design of innovative incubation programs and build partnerships with donors. The role will need you to evangelize about social innovation and the need for supporting self-sustaining, scalable models among domestic & international foundations, venture philanthropies, corporates, multilateral agencies, and the Indian government.

If you are the right person, you would have a track record of initiating, developing, and managing partnerships in the social enterprise ecosystem and/or non-profit sector in India. You would have a demonstrated ability to think strategically about partnership opportunities, and to communicate persuasively.

We envision these components in delivering on the objectives of this role,

1. Develop a partnerships strategy

- Align goals of Villgro with the mission and with the work of other entrepreneur-enablers in India and internationally
- Identifying opportunities for growth, action, and effective outreach

2. Lead outreach

- Conduct outreach efforts to ensure continuous engagement with potential partners
- Work with the incubation leads and leverage their networks to present a technically sound program that has high social impact potential.

3. Design partnership opportunities

- Design innovative and well-rounded partnership opportunities that meet Villgro's as well as the partner's social impact goals
- Work with internal teams to detail the mechanics of implementation, budgets, resources required for strong execution.

4. On-board Partners

- Present collaboration ideas to potential partners in a manner which is evidenced, unique, concise, and compelling.
- Take complete ownership over the development and closing of agreements; ensure the milestones and budgets are well understood internally for smooth execution

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 and ensure longevity in working with partners

You would make a great fit if,

1. You are passionate about social impact, innovation, and social entrepreneurship.
2. Your experience has helped you build and maintain successful collaborations or partnerships.
3. You have worked in one or more of these areas – impact investing, innovation & new business development, development sector project management.
4. 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.
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.

Reporting Officer: CEO

Remuneration: Commensurate with experience

How to apply: on our website, <https://villgro.org/jobs/>

About us:

Villgro is India's oldest and one of the world's largest social enterprise incubators — creating 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. Villgro has won the prestigious DivHersity Awards 2022 as 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

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