

## Associate

---

### Program Partnerships

The role of **'Associate – 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 this role as part of the Program partnerships team for Villgro, you will have the opportunity to co-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 & Multilateral agencies, Government, etc).

We are looking for a cause-oriented young professional who is passionate to look at the big, strategic questions in the impact space. The right candidate will have the ability to think strategically, be analytical and contribute to the development of meaningful partnerships in the social enterprise ecosystem and/or non-profit sector in India. She/he will have a background and a strong interest that enables them to engage with multiple stakeholders at all levels in the ecosystem. Conceptual thinking is crucial for this role.

The ideal candidate should also have excellent communication skills, 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, RaboBank, 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.

## **Role and Responsibilities**

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

### **1. Developing partnerships and outreach strategy**

- Being in constant touch with the fundraising ecosystem to be fully updated and tuned in on the latest trends and happenings across Villgro India's focus sectors
- Identifying opportunities for growth and action
- Identifying routes for effective outreach in order to ensure continuous engagement with a wide variety of potential partners

### **2. 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.
- Co-design innovative and well-rounded partnership opportunities that meet Villgro 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.

### **3. On-boarding Partners**

- Present collaboration ideas to the leadership in a manner which is evidenced, unique, concise, and compelling.

### **4. Partner Relationship Management**

- Monitor and ensure partnerships deliverables are met according to agreed timelines
- Obtaining data/information from internal as well as external sources to construct comprehensive and well-articulated proposals, pitch decks as well as operational, financial and impact reports
- Explore and present additional areas of engagement in order to ensure longevity in working with partners



**An ideal candidate should have the following attributes:**

- Have a Bachelor's/Master's degree in Business Administration/Communications/Social Work/Development Studies or equivalent
- Have a holistic view of key players and stakeholders in the social enterprise ecosystem
- Have 1 – 3 years of experience in cultivating partnerships
- Have the ability to analyze requirements adeptly, and think innovatively about solutions
- Methodical approach for database creation
- Be passionate about building a great network within the ecosystem
- Have excellent command of the English language
- Be a strong team player
- Be proficient in Microsoft PPT, Excel and Word

**Reporting Officer:** Manager – Program Partnerships

**Location:** Bangalore

**Compensation:** Commensurate with experience

**How to apply:** Fill in Villgro's Centralized Application [Form](#). We look forward to hearing from you!

Villgro alumni have gone on to found social businesses, study at Ivy League and Indian B Schools and public policy institutes, but most importantly - they have become voices of change. We are committed to providing the same exposure, learnings and experiences to help you shape your next big career move. Most of these will begin with some chai-coffee on our beautiful office terrace in Bangalore, or at the heart of startup hustle at the IIT Madras Research Park in Chennai.

But remember, these are just the contours of the role as we have envisaged it. We would love to have you expand its boundaries and take on more.

**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

*Last Date to submit:*

*In case of any queries, please write to us at [info@villgro.org](mailto:info@villgro.org)*