

Manager/Senior Manager – Industry & Market Partnerships

Location - Bangalore, Karnataka

Villgro is a social impact first incubator of startups and the Healthcare sector is of utmost priority to us. We invest in (through grants, low-cost debt and equity) healthcare startups and provide specific technical assistance. To achieve our mission of creating social impact at scale, we have expanded our incubation model to build partnerships with channel partners, networks of care providers and implementation NGOs. We are also building a suite of impact financing solutions that can reduce the barriers to adopting new technologies.

Our interest areas are in disruptive solutions for screening, diagnosis and management of non-communicable diseases, infectious diseases and those related to maternal, neonatal & children's health. We recently enhanced our focus in women's health with the goal of growing the sexual & reproductive health & family planning market segment for startups by 10X women's health (earlier referred to as 'maternal and child health').

Job Description

Villgro intends to build assets & go-to-market partnerships to accelerate trials and the adoption of new technologies by the healthcare industry, NGO caregivers and inclusion in government programs.

This role as part of the Healthcare vertical at Villgro is expected to build these partnerships and help startups scale.

Role deliverables

1. Identify market assets that we can partner with and demonstrate the value & relevance of social innovations / startups.
2. Facilitate trials and pilots with partners for startups in the existing Villgro portfolio while building a program dedicated for market partnerships.
3. Identify subject matter experts from healthcare and allied industries who can mentor the social enterprises with GTM strategies to reach the market faster and scale successfully.
4. Coordinate with the Impact Finance team to facilitate blended financing solutions for healthcare startups.

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

The ideal candidate would have,

1. Prior experience in the healthcare sector and knowledge about marketing & sales in the industry. **OR**
2. Experience via large scale implementation projects and (maybe) knowledge of government engagements.
3. The ability to drive partnerships with multiple customer segments including hospitals, medical professional organizations, diagnostic labs and clinics and Govt healthcare bodies.
4. At least 5-8 years of experience in the healthcare or allied industry.
5. Fantastic communication and persuasion skills to influence stakeholders.
6. The drive and high level of initiative + ownership

Compensation:

We pay reasonably well and comparably higher within the nonprofit sector and there is a variable component.

How to apply:

Apply to this role by filling this [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, work or found impact funds and public policy institutes. But most importantly, they have become voices of change. We are committed to providing the same exposure and experiences to help you achieve your personal or professional goals.

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

In case of any queries, please write to us at careers@villgro.org

Read more about us at www.villgro.org

Check out latest impact report at www.villgro.org/impact-reports/

See some of the portfolio companies in action <https://youtu.be/NSVuto3S9o8>