

Associate / Senior Associate

Program Partnerships

Location: Bengaluru, Karnataka

Position summary

This role helps in building financial resilience & sustainability of Villgro. It involves helping research program design and co-develop proposals to meet donor impact strategies while playing on our incubation and market scale-up strengths.

A brief on the responsibilities,

1. Monitor sector and social impact strategy trends

- Track latest trends, news & events across our focus sectors and in policy.
- Identify potential opportunities and engage with potential partners or donors.

2. Design partnership opportunities

- Understand goals of potential partners and gain insights into partner's priorities.
- Co-design innovative partnership opportunities that meet Villgro as well as the partner's goal.
- Work with internal teams to detail the mechanics of implementation, budgets, resources required for strong execution, etc.

3. Partner Relationship Management

- Monitor and ensure partnerships deliverables are met per timelines.

The ideal candidate has,

- A bachelor's or master's degree in business administration, communications, social work, developmental studies or equivalent.'
- At least a year's experience in cultivating partnerships.
- The ability to analyze requirements adeptly and think innovatively about solutions.
- The passion for building networks while being a team player.



Compensation & Benefits,

1. We pay comparably higher within the nonprofit sector and have a performance-linked variable component.
2. Employees get health insurance for themselves and their immediate family members. We have a mental health policy that provides for access to subsidized performance support

How to apply,

Apply to this role by filling this [Form](#).

We look forward to hearing from you!

About Villgro

We are India's foremost impact-first incubator. We believe that innovation and for-profit business models are the sustainable route to solving critical social and environmental problems in India. We help enterprises scale by financial (grants/equity/low-cost debt), subject matter expertise and help in accessing hard to reach markets. We work with those who work in one or more of these areas –

1. Enabling green livelihoods
2. Generating value from waste
3. Reducing pressure on land and water systems
4. Improving livelihoods for small-holder farmers
5. Increasing the participation of women in the workforce
6. Improving health outcomes for women, and
7. Improving access to affordable screening and diagnostics for low-income populations in India.

Since 2001, we have worked with over 350 enterprises which have impacted over 20million lives.

We are looking for passionate and motivated professionals who want to make a difference and the ideal candidate will resonate with one or more of our 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.



Villgro alumni have gone on to found social businesses, work or founded 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 and professional goals.

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

Read more about us at www.villgro.org

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

Have a look at our portfolio companies in action <https://youtu.be/NSVuto3S9o8>