



## **PROGRAM MANAGER: SGB EVIDENCE FUND**

### **IMPACT MEASUREMENT AND LEARNING**

Hybrid (Bengaluru/ Chennai)

Villgro Innovations Foundation is looking for a highly motivated and passionate program manager to work on a one of its kind experimental research study on impact measurement of small and growing businesses (SGBs) across India. The candidate will play a pivotal role and work with Villgro and its research partner, the University of Chicago Booth School of Business and researchers from Harvard Business School on research design, data collection, analysis, and driving the overall project implementation.

#### **About the SGB Evidence Fund:**

Supporting the development of small and growing businesses (SGBs) in developing countries are key to enabling job creation and poverty alleviation. Although the evidence base in this area is expanding, there is still much we do not understand about how to best support firm growth and create quality jobs. To address these challenges, the Small and Growing Business (SGB) Evidence Fund, a joint effort of the International Growth Centre (IGC) and the Aspen Network of Development Entrepreneurs (ANDE), supports collaborations between researchers and practitioners to understand the most effective ways to support SGBs and the economic and social impact of SGB growth.

#### **About the research:**

Investors and firms face uncertainty over how to measure and manage impact, an uncertainty that introduces severe challenges when trying to evaluate the growth of firms in low-income countries across both financial and impact metrics. Through this project, Villgro and Chicago Booth aim to run a large-scale causal examination of impact management and measurement (IMM) practices in Low Income Countries (LICs). The project will take advantage of a rich dataset on the workforce, financials, and business details of revenue-generating SGBs.



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

- An experienced project manager, with a strong track record of meeting deliverables, working with multiple stakeholders, leading young professionals, and sticking to timelines.
- Is willing to roll up their sleeves to get the job done
- Has experience in running projects with tight timelines
- Is able to identify challenges and course-correct
- Has excellent attention to detail.
- Understands impact in the startup ecosystem
- Is experienced with designing and executing research studies
- Has strong interpersonal and communication skills; is confident to engage with senior management and entrepreneurs comfortably
- Possesses Master's degree in any specialization
- Has 5-10 years of work experience in the relevant field(s)

**Good to have but not limited to:**

- Experience in managing research programs
- Quantitative and qualitative research skills to interpret analysis and ask questions wherever required.

**Role and Responsibilities:**

- I. Contribute towards
  - Development of the training intervention in collaboration with the researchers from Booth School of Business and Harvard Business School
  - Maintaining engagement with the research partner/ other partners/ stakeholders relevant to the project
  - Executing research while coordinating with multiple teams on all aspects of research
  - Supporting baseline and endline research of a total 8000+ sample size.
- II. Ownership of



- Leading the intervention of conducting training programs for 200+ startups spanned across 5 weeks and ensuring the same is being executed as per timelines.
- Leading the project team of 10 associates in the overall functioning of the project. In addition, guide them in development of reports, presentations, and other communication materials including drafting, editing, data analysis, and presentation.
- Leading program till the endline i.e. 31st January 2024 from Villgro's end to ensure smooth operations of the planned activities within prescribed timelines.
- Recruiting and training new/existing team members to ensure encouraging focus on delivery and results of project milestones.
- Ensure relevant milestone updates are shared with the funder as per the scheduled timeline:
  - Milestone 4:
    - October Progress Report 2023- 30th October 2023
  - Milestone 5 - 30th January 2024
    - Blog Post
    - Working paper
    - Policy Brief
    - Project Influence Report
    - Final Financial Statement

### III. External Representation

All verbal and/or written communication with donors and/or key partners will necessarily require the presence of the Reporting Officer.

#### **Compensation:**

INR 1 Lakh per month (inclusive of GST)

#### **Duration:**

Immediate till Jan 2024



**How to apply:**

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

We look forward to hearing from you!

**Values we hold close:**

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 and 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](mailto:careers@villgro.org)

Read more about us at [www.villgro.org](http://www.villgro.org)

Check out our latest impact report at [www.villgro.org/impact-reports/](http://www.villgro.org/impact-reports/)

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

**About us:**

Villgro is India's foremost and one of the largest social enterprise incubators. Established in 2001, Villgro's mission is to make innovative, impactful businesses succeed in Health, Agribusiness, and Climate Action. Since 2001, Villgro has supported 352 social enterprises that have raised over INR 4.28 billion in investments, created 6469 jobs and impacted over 20.8 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 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 2023 as recognition for this!

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