

Manager

Program Partnerships

Location: Chennai, Tamil Nadu

Position summary

This role helps in building financial resilience & sustainability of Villgro. It involves driving program design and developing compelling narratives to meet donor impact while aligning with Villgro's strategy and strengths.

A brief on the responsibilities,

1. Monitor sector and social impact strategy trends

- Be informed on latest trends, news & events across our focus sectors and in policy.
- Identify and align potential opportunities to engage with potential partners or donors.

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

- 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.
- Draw up plans, delegate tasks and work with internal teams to detail the mechanics of implementation, budgets, resources required for strong execution, etc. and prepare compelling proposals.

4. On-board Partners

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

5. Partner Relationship Management

- Maintain regular communication with all partners to receive feedback and ensure stakeholder goals are being met

The ideal candidate has,

- A bachelor's or master's degree in business administration, communications, social work, developmental studies or equivalent.
- 5-7 years of experience which includes but is not limited to cultivating partnerships, research, fundraising, or any relevant experience.
- Previous experience in sales or marketing also acceptable.
- Strong written and verbal communication skills and presentation skills.
- 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. At Villgro, we are addressing some of the most pressing social and environmental challenges by rapidly mobilising innovations in India.

We do this by working on two levels. We maximise the potential of social enterprises building disruptive solutions through our highly customised, hands-on approach to incubation. We enable innovative partnership models & financing solutions that bring all stakeholders in the marketplace together to actively engage and support these innovations.

We work across Climate Action, Healthcare, Agriculture and Gender Inclusion and support innovations that help in,

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 380 enterprises which have impacted over 20 million 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>