

Associate Lead

Partnerships & Fundraising

Bengaluru/Chennai

Villgro was founded with the belief that the world also needs market-based models in its efforts to alleviate poverty. It believes that communities should be part of the change they would like to see. It supports visionary and innovative social enterprises in agriculture, healthcare, gender inclusion and climate action sectors. Inventors and innovators working on "tough tech" and with under-served communities need all the help they can get. Villgro exists to help them.

Position summary

You will play a leading role in the design of innovative incubation programs and build partnerships with donors, resulting in raising funds for Villgro. The role will need you to evangelize about social innovation and the need for supporting self-sustaining, scalable models among domestic & international foundations, venture philanthropies, corporates, multilateral agencies, and government bodies. It will also involve responding to incoming invitations for bids and requests for proposals, where your ability to position and differentiate Villgro can make or break large funding opportunities.

If you are the right person, you would have a track record of initiating, developing, and managing partnerships in the social enterprise ecosystem and/or non-profit sector in India. You would have a demonstrated ability to think strategically about partnership opportunities and to communicate persuasively. You would have written or overseen the writing of large and ambitious proposals.

Roles and responsibilities:

A) Develop a partnership strategy

- Align Villgro's goals with the mission and work of other entrepreneur-enablers in India and internationally.
- Identifying opportunities for growth, action, and effective outreach.

B) 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.

C) Design partnership opportunities

- Design innovative and well-rounded partnership opportunities that meet Villgro's as well as the partner's social impact goals.
- Work with internal teams to detail the mechanics of implementation, budgets, and resources required for strong execution.

D) Stay current & respond to incoming funding opportunities:

- Stay up to date with trends and emerging opportunities.
- Create strong proposals that put Villgro in a winning position for large funding opportunities.

E) On-board partners

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

F) Partner relationship management & collaborative working

- Maintain oversight over all partnership deliverables, as well as operational, financial & impact reporting.
- Maintain regular communication with all partners to receive feedback and ensure stakeholder goals are being met.
- Work collaboratively with sector teams to ensure program and organisational goals are met.
- Explore additional areas of engagement and ensure longevity in working with partners

The ideal candidate would have:

1. A burning passion for social impact, innovation, and social entrepreneurship.
2. The experience to build and maintain successful collaborations or partnerships.
3. Worked in one or more of these areas – impact investing, innovation & new business development, and development sector project management.
4. 10 – 15 years of work experience.

5. The attitude of getting work done.
6. Ease of handling ambiguity, intellectual humility, and can collaborate across teams and can be decisive when required.
7. A positive attitude to work with young outspoken people and be a leader to them.

Compensation:

Commensurate with experience. Employees get health insurance for themselves and their immediate family members. We also have a mental health policy that provides access to subsidized 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. Established in 2001, Villgro's mission is to make innovative, impactful businesses succeed in Health, Agribusiness, Climate Action and Gender Inclusion.

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. Since 2001, we have worked with over 387 enterprises which have 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 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 2020, 2022 & 2023 as recognition for this!

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, and 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 our latest impact report at <https://www.villgro.org/reports/>

Have a look at our portfolio companies in action <https://www.youtube.com/@Villgro2001>