

Associate Sector Lead – Inclusive Livelihoods & Entrepreneurship

Location: Bangalore / Chennai

Villgro is a social impact first incubator of startups, and we are arguably the leaders in incubating or accelerating startups, while applying a gender inclusive lens. We invest in (through grants, low-cost debt, and equity) startups and SMEs, along with providing specific technical assistance.

The Inclusive Livelihoods & Entrepreneurship vertical is the newest at Villgro and is focused on accelerating social enterprises in the sectors of Climate Action & Agriculture that are intentional about making women become part of the formal economy, have a greater share of assets and in generating further employment.

Position summary

Villgro wants a dynamic professional passionate about social impact and with an entrepreneurial streak who will build this sector and establish a successful track record of incubating relevant startups. This role involves deploying strategies that mainstream design thinking and business models that are intentional about gender equity.

The role will include,

Strategy deployment & program implementation

- Lead the implementation of the sector strategy in the pipeline development, selection, diligence, incubation, and acceleration of selected startups.
- Support incubation managers & analysts to help them achieve incubation milestones,
- Be accountable for the delivery of committed results and impact across programs.

Funder relations, partnerships & collaborations

- Support the fundraising team create inspirational program designs and proposals,
- Maintain strong relationships with existing program funders and ensure timely reporting as per donor formats,

Outreach

- Be savvy about communication and visibility for the sector. Engage the marketing team to amplify through social media and other channels,
- Represent Villgro in the ecosystem and evangelize our point of view.

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. A master's degree – in business, social sciences, development studies, economics, public policy.

2. 10 – 15 years of experience in operational roles, that involved handling complex projects with a good track record of delivering results,
3. Experience in sectors related to impact investing, gender inclusion and/or social entrepreneurship,
4. Excellent people management skills and ability to handle diverse teams,
5. Reasonable numerical ability, data interpretation and analysis skills. Knowledge of financial management, investing and financial statements would be a bonus.
6. Fantastic communication and persuasion skills to influence stakeholders. 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. Employees get health insurance for themselves and their immediate family members. We 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!

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

Write to us with your queries 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>