

Manager/Senior Manager - Healthcare Market Partnerships

Bengaluru/Chennai

Villgro is an impact-first incubator of startups and the Healthcare sector is of utmost priority to us. We invest in (through grants, low-cost debt and equity) healthcare startups and provide specific technical assistance. To achieve our mission of creating social impact at scale, we have expanded our incubation model to build partnerships with various market channel partners.

Our interest areas are in disruptive solutions for screening, diagnosis and management of non-communicable diseases, infectious diseases and women's health.

The Healthcare Market Partnerships vertical at Villgro is building a platform to support social enterprises in market entry and penetration for scale up in the healthcare ecosystem. We aim to do so by bringing together channel partners and facilitating go-to-market (GTM) partnerships with stakeholders.

Roles and Responsibilities:

- Identify, evaluate and onboard credible channel partners across the healthcare ecosystem through outreach, regular touchpoints and relationship-building
- Identify, evaluate and onboard social enterprises that we can partner with, and confidently demonstrate the value, relevance and impact of the innovation
- Design and facilitate demos, trials, pilots and sales with partners for startups in the Villgro GTM portfolio.
- Lead organization of attendance in relevant networking events, trade shows and conferences to source social innovations and new channel partners and increase Villgro visibility within the ecosystem.
- Identify subject matter experts from healthcare and allied industries who can mentor the social enterprises with Business Development & GTM strategies to reach the market faster and scale successfully.
- Support the healthcare portfolio in incubation, acceleration and go-to market activities (onboarding enterprises, Mentoring & Technical Assistance support along with Data Monitoring & Updation)

- Coordinate with the Impact Finance team to facilitate blended financing solutions for healthcare startups.

Please note that 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:

- 5-10 years of experience in the healthcare or allied industry.
- Knowledge about marketing & sales in the healthcare industry OR experience via large scale implementation projects and (maybe) knowledge of government engagements.
- The ability to drive partnerships across multiple partner/customer segments in both private and public healthcare sectors.
- Fantastic written & verbal communication and persuasion skills to influence stakeholders and lead external communications.
- The drive and high level of initiative & ownership.

Compensation & Benefits:

1. We pay comparably higher within the nonprofit sector and provide a performance-linked variable component.
2. All our permanent employees are provided with health insurance for themselves and their immediate family members.
3. Our mental health policy provides employees with access to subsidized professional support.
4. We actively invest in the professional development of our employees through paid training programs and workshops.

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

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://youtu.be/NSVuto3S9o8>

About us:

Villgro is India's foremost and one of the world's 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 387 social enterprises that have raised over INR 4.28 billion in investments 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 2020, 2022 & 2023 as recognition for this!

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