

Program Manager (Consultant)

Climate Action

Bengaluru, Karnataka

Villgro is a social impact first incubator of startups and we are arguably the leaders in fostering ground-up social innovations in the Climate Action sector. We invest in (through grants, low-cost debt, and equity) climate technology startups and SMEs, along with specific technical assistance. To achieve our mission of creating social impact at scale, we have expanded our incubation model to build partnerships with channel partners, networks of FPOs, SHGs and implementation NGOs. We are also building a suite of impact financing solutions that can reduce the barriers to adopting new technologies.

Our interest areas are in disruptive solutions that can create & support green livelihoods across markets, innovations that create value out of waste, and solutions that can make mobility more inclusive while being sustainable. We want to build multi-donor platforms that can work with over 100 startups and demonstrate high financial leverage for philanthropic capital.

Position summary

Villgro, in partnership with a foundation, is launching a program to build evidence for a scalable model for Electric Vehicle deployment in rural India as a means for livelihoods. We want a dynamic, motivated professional, passionate about social impact to join us as a Program Manager in our Climate Action sector, to manage the strategy and execution of the program.

Roles and responsibilities:

A) Program Management:

- Ownership of Project Design and Execution Strategy within the budget.
- Initiate and lead partnership discussions, negotiations and contract development and oversee implementation.
- Handling all other aspects of the program including outreach, partner management and donor reporting.
- Review and oversee all program activities in various locations, measure their performance on a weekly/monthly/quarterly basis and document the same.

- Identify improvement gaps, best practices and implement the measures in the program effectively.
- Travel to relevant sites regularly to oversee the implementation of the project, develop professional relationships with the external stakeholders and support them in showcasing the outcomes of the programs.

B) Donor & Partner management

- Identify and build relationships with key stakeholders required across the program including research partners, logistics partners, and industry experts/think tanks.
- Manage relationships with donors and program partners to ensure clear communication of program data and status.
- Co-own discussions and proposal responses on climate action and new funding opportunities.
- Build ecosystem knowledge to understand trends that can help decisions on potential partnerships.

C) Over & Above:

- A thirst to understand the ecosystem as a whole from sustainable mobility, climate science, innovative financing, and impactful innovations, as well as considering their effects on livelihoods and communities, would be highly valued.
- 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 Bachelor's/Master's degree – in business, technology or development studies.
2. 6-10 years of overall experience which included either portfolio management and/or field experience.
3. A deep passion for climate action or a budding climate entrepreneur. Any experience with clean mobility would be an added plus.
4. An understanding and appreciation of prevailing policy and business models in the climate space.
5. Ability to work with diverse stakeholders.
6. Ability to present data crisply and effectively.
7. Ability to coordinate programs involving multiple agencies/departments.
8. Sound interaction and networking skills.

Compensation:

We pay reasonably well and comparably higher within the non-profit 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!

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>