

State Coordinator

SCALE Project

Guntur/Vijayawada

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 SCALE project is a 5-year project with its first phase ending in December 2024. The project will be extended based on the results and impact created on the ground. The state coordinator will be hired as a part of this project, initially for a period of 12 months. The contract shall be extended on the basis of the extension of the project, performance of the candidate and/or internal requirement in Villgro in other projects.

Position summary

Villgro is looking for a state coordinator to be part of a market access project under the Rural Partnerships team. The state coordinator will act as a single point of contact for all project activities in the state(s). The coordinator will report to the project manager based in Bangalore. The state coordinator will successfully implement the project in the area of implementation. There are clear objectives and timelines to the project. The role will require extensive travel to FPO locations and the applicant is expected to be open to travel.

Brief on the Responsibilities

- Coordinate and liaise with corporate client team in the state
- Have touch points with FPOs and maintain healthy working relationship with them
- Take up field visits to coordinate pilots on the ground
- Train the FPO staff on usage of the innovations suggested by the program
- Manage first level of escalations during product usage by FPO/farmer
- Drive product utilisation on the ground
- Coordinate trade activation events with the FPO
- Follow up and close on leads generated through campaigns
- Capture data and share reports to POC

The ideal candidate would have:

- Education background in Agriculture or Agribusiness
- 2-3 years of experience in field based job, stakeholder management
- Ready to travel extensively to FPO locations across the state
- Ability to maintain cordial relationship with FPO, client team and enterprise staff
- Ability to explain the value of the product, train the usage to farmers
- Good Documentation skills and communication skills (English and local language)
- Manage tight deadlines
- Have worked with FPOs/farmers
- Some business development/ sales experience (preferable)

Compensation:

Depends on experience

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>