

Senior Analyst

Impact Finance

Bangalore / Chennai

Villgro is a social impact first incubator of startups and we are arguably the leaders in fostering ground-up social innovations in the Agriculture, Health and Climate Action sectors. We provide various forms of funding (including seed capital, low-cost debt, and equity and have innovative financial structures) in 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 innovative solutions and disruptive interventions in agriculture, climate resilience, healthcare, gender inclusion, and green livelihoods which have the potential to positively impact the underserved segments of the population. We are devising innovative financing solutions and building multi-donor platforms to improve access to finance to these enterprises and demonstrate high financial leverage for philanthropic capital while creating impact.

Position Summary

Villgro wants a dynamic, motivated professional, passionate about social impact and keen on designing innovative finance structures to join us as a Senior Analyst in our Impact Financing team.

The role will include:

Pipeline Building and Deal Sourcing

- Research to identify promising social enterprises in the Villgro focus sectors
- Support the investment team during due diligence for equity deals or blended finance, debt and incubation programs - by performing financial statement analysis, financial model analysis, and business model review.
- Assess debt readiness of the enterprise based on cash flow analysis

- Take care of all paperwork to complete the deal including setting business and impact milestones

Portfolio Management

- Support portfolio management by providing the startups with requisite guidance, ensuring appropriate usage of funds to achieve scale and meet aligned objectives
- Provide well-researched inputs for individual portfolio companies such as competitor analysis, key partnership opportunities, downstream funding opportunities and so on.
- Take ownership of activities designed to help startups succeed - Mentoring, Technical Assistance, Networking events etc.
- Handling all other aspects of the program including outreach, partner management and donor reporting
- Ensure systematic data collection on startup progress as well as Villgro contribution to the same, for internal reporting purposes
- Conduct site visits while evaluating startups on goals and performance.

Donor & Partner management

- Support relationships with donors and program partners to ensure clear communication of program data and status.
- Co-own discussions and proposal responses on climate-smart Agriculture for new funding opportunities.
- Build ecosystem knowledge to understand trends that can help decisions on investment opportunities and potential partnerships.

Blended Finance Structuring

- Support the sector lead in designing innovative finance structures appropriate for the social enterprises including legal framework around them
- Support the team in preparing credit evaluation framework factoring in the sectoral nuances and risk profile of the enterprises

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 degree – in finance, economics, business or technology
2. A professional membership like ICAI is an added advantage
3. At 2-3 years of overall experience which included either consulting, portfolio management, financial services
4. A thirst to understand the ecosystem as a whole from Climate Science to Financing, Innovations to Impact, Livelihoods to Communities, would be appreciated.
5. Ability to work with diverse stakeholders
6. Ability to present data in a crisp and effective manner

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 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 innovations 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>