

## Senior Analyst

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### Location - Bangalore, Karnataka

Villgro is a social impact first incubator of startups and we are arguably the leaders in fostering ground up social innovations in the Agriculture and Climate Action sectors. We invest (through grants, low-cost debt, and equity) 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 disruptive solutions that help to reduce agriculture's pressure on land and water systems and make smallholder farmers more climate resilient. We want to build multi-donor platforms that can work with over 100 startups and demonstrate high financial leverage for philanthropic capital.

### Job Description

Villgro wants a dynamic, motivated professional, passionate about social impact to join us as an Analyst in our Agriculture and Climate Action sector.

### Role & Deliverables

#### Pipeline Building and Deal Sourcing

- Research to identify promising social enterprises in the climate smart agriculture sector
- Support the investment team during due-diligence for equity deals or blended finance, debt and grant programs - by performing financial statement analysis, financial model analysis, business model review.

#### 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

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. At 2-3 years of overall experience which included either consulting, portfolio management, financial services
3. A thirst to understand the ecosystem as a whole from Climate Science to Financing, Innovations to Impact, Livelihoods to Communities, would be appreciated.
4. Ability to work with diverse stakeholders
5. 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.

### **Growth:**

A typical growth trajectory is towards a full-fledged Program Manager who can articulate and define the contours of a new program aligned towards climate smart Agriculture.

### **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. 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.

We work with those who work in one or more of these areas –

1. Enabling green livelihoods
2. Generating value from waste
3. Reducing pressure on land and water systems
4. Improving livelihoods for small-holder farmers
5. Increasing the participation of women in the workforce
6. Improving health outcomes for women, and
7. Improving access to affordable screening and diagnostics for low-income populations in India.

Since 2001, we have worked with over 350 enterprises which have impacted over 20 million lives.

**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](mailto:careers@villgro.org)

Read more about us at [www.villgro.org](http://www.villgro.org)

Check out our latest impact report at [www.villgro.org/impact-reports/](http://www.villgro.org/impact-reports/)

Have a look at our portfolio companies in action <https://youtu.be/NSVuto3S9o8>