

## Consultant – Partnerships

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### Partnerships & Fundraising

Chennai / Bangalore

Villgro was founded with the belief that the world also needs market-based models in its efforts to alleviate poverty. It believes that communities should be part of the change they would like to see. It supports visionary and innovative social enterprises in agriculture, healthcare, and climate action sectors. Inventors and innovators working on "tough tech" and with under-served communities need all the help they can get. Villgro exists to help them.

You will play a leading role in the design of innovative incubation programs and build partnerships with donors, resulting in raising funds for Villgro. The role will need you to evangelize about social innovation and the need for supporting self-sustaining, scalable models among domestic & international foundations, venture philanthropies, corporates, multilateral agencies, and government bodies. It will also involve responding to incoming invitations for bids and requests for proposals, where your ability to position and differentiate Villgro can make or break large funding opportunities.

If you are the right person, you would have a track record of initiating, developing, and managing partnerships in the social enterprise ecosystem and/or non-profit sector in India. You would have a demonstrated ability to think strategically about partnership opportunities, and to communicate persuasively. You would have written or overseen the writing of large and ambitious proposals.

Candidates with current experience in **International Donor Management** will be given a priority.

We envision these components in delivering on the objectives of this role,

#### 1. Develop a partnership strategy – International Donors

- Align goals of Villgro with the mission and with the work of other entrepreneur-enablers in India and internationally
- Identifying opportunities for growth, action, and effective outreach primary focus on international donors

#### 2. Lead outreach – International Donors

- Conduct outreach efforts to ensure continuous engagement with potential partners – in India and abroad
- Work with the sector leads and leverage their networks to present a technically sound program that has high social impact potential.

#### 3. Design partnership opportunities – Across Sectors

- Design innovative and well-rounded partnership opportunities that meet Villgro's as well as the partner's social impact goals

- Work with internal teams to detail the mechanics of implementation, budgets, resources required for strong execution.

**4. Stay Current & Respond to incoming funding opportunities:**

- Stay Current with trends and emerging opportunities
- Create strong proposals that put Villgro in a winning position for large funding opportunities.
- Contribute to RFPs and Domestic Opportunities as part of the Partnership Team efforts

**5. On-board Partners**

- Present collaboration ideas to potential partners in a manner which is evidenced, unique, concise, and compelling.
- Take complete ownership over the development and closing of agreements; ensure the milestones and budgets are well understood internally for smooth execution

**6. Partner Relationship Management & Collaborative Working**

- Maintain oversight over all partnership deliverables, as well as operational, financial & impact reporting
- Maintain regular communication with all partners to receive feedback and ensure stakeholder goals are being met
- Work collaboratively with sector teams to ensure program and organisational goals

Explore additional areas of engagement and ensure longevity in working with partners **You would make a great fit if,**

1. You are passionate about social impact, innovation, and social entrepreneurship.
2. Your experience has helped you build and maintain successful collaborations or partnerships.
3. You have worked in one or more of these areas – impact investing, innovation & new business development, development sector project management.
4. With around 10 – 15 years of work experience, you are full of energy, strong on execution, inspirational and have the attitude of getting work done.
5. You are comfortable with handling ambiguity, have intellectual humility, can collaborate across teams and can be decisive when required.
6. You can work with young outspoken people and be a leader to them.

**Reporting Officer:** Lead – Program Partnerships, Eco Dev and Impact Measurement & Management.

**Remuneration:** Commensurate with experience

**How to apply:** Apply to this role by filling this [form](#). We look forward to hearing from you!

**Meanwhile, a little bit more about us,**

Villgro is India's pioneering social enterprise incubator. For the past 20 years, we have supported innovative enterprises that solve critical issues faced by the poor. We incubate – fund, mentor, provide technical assistance & networks to innovative social enterprises in the health, agriculture, and climate action sectors.



Since our inception in 2001, we have incubated over 350 social enterprises. These enterprises have generated 4000+ jobs and raised over Rs 200 Crores in follow-on funding to impact over 20 million lives.

Villgro fosters an open culture where each member can express their views and opinions based on merits and objectivity. We are a small, but highly committed team of 30 and we thrive on collaboration. We are an equal opportunity employer and extremely committed to fostering workplace equity. (Brag alert) Villgro has won the prestigious [DivHersity Awards 2022](#) as a recognition for this!

Villgro alumni have gone on to found social businesses, study at Ivy League, Indian B-schools and public policy institutes, head other accelerators and incubators, but most importantly - they have become voices of change. We are committed to providing the same exposure, learning and experiences to help you shape your career. Most of these will begin with some chai-coffee overlooking the beautiful sunset at our lovely office terrace in Bangalore, or in our bustling & green courtyard at the IITM Research Park in Chennai.

If you are the right candidate, you will resonate with many of our values,

1. *Empathy*- we are customer-centric and collaborative, yet assertive.
2. *Entrepreneurial*- we seek progress and want to get things done!
3. *Boldness*- we voice our views and respect others'. We fail fast, learn fast.
4. *Integrity*- we demonstrate transparency and honesty in every transaction.

For further information, please visit our website at <https://villgro.org/>

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