

Analyst/Senior Analyst

Location - Bangalore, Karnataka

Position Summary

Villgro wants a dynamic, motivated professional who is passionate about social impact and keen on designing innovative finance structures to join our Impact Financing team.

Role & Deliverables

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 the 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 a 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 or business
2. A professional membership like ICAI is an added advantage
3. At 1-3 years of overall experience, which included either consulting, portfolio management, or 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 out 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

Read more about us at www.villgro.org

Check out our latest impact report at www.villgro.org/impact-reports/

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