

Manager / Senior Manager

Climate Action

Bangalore

Position summary

Villgro wants a dynamic professional passionate about social impact and with an entrepreneurial streak who will build this sector and establish a successful track record of rural sales/marketing of renewable energy solutions. This role involves deploying strategies that can bring multiple stakeholders together to prove commercial sales of renewable energy solutions.

The role will include:

A) Build and execute a comprehensive Sales and Marketing plan

- Create a detailed sales and marketing plan for the program's renewable energy enterprises
- Support managers & analysts to help them achieve their goals and milestones.
- Be accountable for the delivery of committed results and impact across the program

B) Build partnerships & collaborations

- Scout and build partnerships with relevant organisations that can help drive increased awareness/marketing for the enterprises that in the short and long term can help enable sales
- Collaborate with third-party marketing agencies, such as digital marketers and SEO writers, to create marketing content relevant to the enterprises
- Build partnerships with companies that can further the sales effort of the enterprises such as rural distributors, non profit organisations

C) Outreach

- Be savvy about communication and visibility for the program/sector. Engage the marketing team to amplify through social media and other channels.
- Represent Villgro in the ecosystem and evangelize our point of view.
- Create exciting reports, updates and interaction opportunities for the program's donors

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 master's degree – in business, finance, social sciences, economics.
2. 8 – 12 years of experience in rural sales, marketing or operational roles, that involved handling complex projects with a good track record of delivering results.
3. Experience in sectors related to impact investing social entrepreneurship.
4. Excellent people management skills and ability to handle diverse teams.
5. Reasonable numerical ability, data interpretation and analysis skills. Knowledge of financial management, investing and financial statements would be a bonus.
6. Fantastic communication and persuasion skills to influence stakeholders.
7. High level of initiative and ownership.

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 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>