

## Manager

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### Climate Action

Bangalore

#### Position summary

Villgro wants a dynamic professional passionate about social impact, with an entrepreneurial streak, who will build this sector and establish a successful track record of incubating relevant startups. This role involves deploying strategies that mainstream design thinking and business models are intentional about gender equity.

#### The role will include:

##### A) Strategy deployment & program implementation

- Articulate Villgro's play in the mobility sector
- Lead the implementation of the mobility sector strategy in the pipeline development, selection, diligence, incubation, and acceleration of selected startups.
- Support incubation managers & analysts to help them achieve incubation milestones.
- Be accountable for the delivery of committed results and impact across programs.

##### B) Portfolio Management:

- Managing the portfolio of startups as part of the programs by providing the startups with requisite guidance, ensuring appropriate usage of funds to achieve scale and meet aligned objectives
- 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 capture data about startup progress as well as Villgro contribution to the same, for internal reporting purposes

##### C) Donor & Partner management

- Manage relationships with donors and program partners to ensure clear communication of program data and status

- Build ecosystem knowledge to understand trends that can help decisions on investment opportunities and potential partnerships

#### **D) Outreach and Fundraising**

- Co-own discussions and proposal responses on climate action new funding opportunities
  - Be savvy about communication and visibility for the sector. Engage the marketing team to amplify through social media and other channels.
  - Represent Villgro in the ecosystem and evangelize our point of view.

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, social sciences, development studies, economics, public policy.
2. 8 – 12 years of experience in operational roles, that involved handling complex projects with a good track record of delivering results.
3. Experience in sectors related to impact investing, climate action and/or 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](mailto:careers@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>