

Associate Sector Lead / Sector Lead - Climate Smart Livelihoods

Position	Associate Sector Lead / Sector Lead
Sector	Climate Smart Livelihoods
Reporting Manager	CEO
Nature	Team leader (5 people reporting into the role), with national travel
About Villgro	Villgro is a leading incubator supporting startups that drive positive social impact. We support enterprises through grants, low-cost debt, and equity, while also offering targeted technical assistance. In addition, we design and implement programs that deliver tangible, real-world outcomes.
Key deliverables	Scale up startup solutions focused on income enhancement and livelihoods resilience in urban and rural contexts. Take a systems level approach to integrating startups into existing rural value chains. Build new startup centered initiatives for urban livelihoods. Deploy blended finance solutions to solve for credit and working capital challenges.
Role & responsibility	<p>Acceleration and Business Support</p> <ul style="list-style-type: none"> ● Lead accelerator programs across initiatives focused on sustainable livelihoods - urban and rural ● Provide hands-on support to help enterprises improve product-market fit, accelerate sales and create measurable social & environmental impact. ● Work with startup teams, FPOs and other intermediaries to validate enterprise models. <p>Partnerships & Fundraising</p> <ul style="list-style-type: none"> ● Drive engagement with key stakeholders like impact investors, research organizations, MEL partners, and relevant government agencies. ● Use program insights and awareness about market trends to support the Program Partnerships team in raising funding ● Lead proposal pitches and see them through to success. <p>Advocacy & Communication</p> <ul style="list-style-type: none"> ● Generate insights from field visits and enterprise performance to improve Villgro and program effectiveness in delivering results. ● Be a champion for the transformation model hypothesis of combining market development, demand generation & credit enablement through blended finance

The ideal candidate would have:

- A master's degree – in social sciences or economics. Or sectoral specialization in agriculture (and related) or renewable energy solutions.
- A combination of over 15 years of experience working in rural sales, marketing or operational roles, livelihoods financing or development finance. Or leading complex projects with a track record of delivering results.
- A working knowledge in one or more topics related to impact investing, agriculture value chains, waste management, and social entrepreneurship
- Experience in sectors related to impact investing, agri-businesses, rural sales, social entrepreneurship.
- Excellent people – management skills and ability to handle diverse teams and high levels of initiative and ownership. Effective communication and persuasion skills to influence stakeholders.
- Strong numerical ability and data interpretation skills.

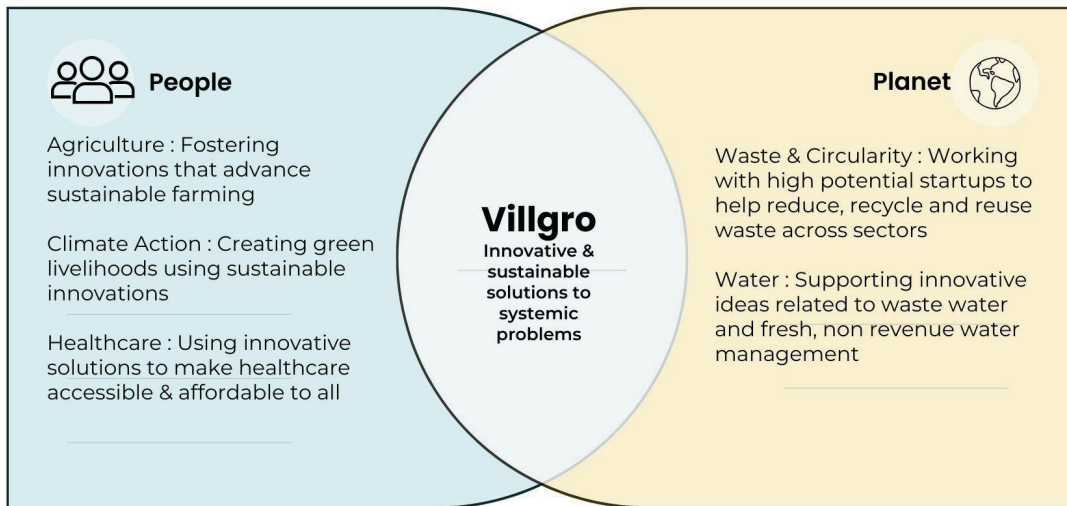
Compensation:

We offer competitive compensation that is on the higher end within the nonprofit sector and a performance based variable component. Benefits include health insurance coverage for employees and their immediate family members. Additionally, we have a mental health policy in place that provides access to subsidized support services.

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

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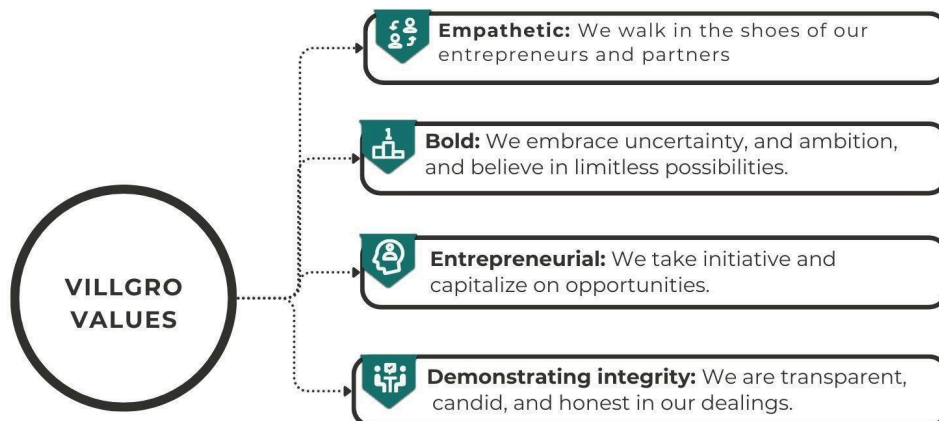
Villgro, India's pioneering social enterprise incubator, was founded in 2001 under the aegis of the National Innovation Foundation (Government of India). Our mission is to generate large-scale impact by leveraging innovative solutions to tackle India's most pressing social and environmental issues. Over the past 2 decades we have impacted 26.7 million lives through 402 enterprises across India.



We work with Social Entrepreneurs to generate impact.

- Create a viable business proposition using our unique hands-on approach to incubation.
- Develop a scalable business model by leveraging our market access platforms.
- Access innovative finance solutions (grant, debt, philanthropy etc.) to scale innovations

Values we hold close:



In case of any queries, please write to us at careers@villgro.org Read more about us at www.villgro.org