Sector Lead – Agriculture & Food Systems

Position	Sector Lead
Sector	Agriculture & Food Systems
Reporting Manager	CEO
Nature	Team leader (5 to 6 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	The Sector Lead for Agriculture & Food Systems will anchor and grow Villgro's agriculture-focused vertical, driving strategy, partnerships, enterprise development, and program sustainability. The role blends sector leadership, portfolio development, donor relationship and team management to scale innovations that improve farmer incomes, strengthen rural markets, and build climate resilience. This is a senior leadership role at the intersection of impact, innovation, and capital for rural transformation.
Role & responsibility	**Strategy & Thought Leadership** ● Define and drive Villgro's Agriculture & Food Systems strategy, aligned with smallholder prosperity, climate adaptation, and inclusive market systems ● Identify priority sub-sectors (e.g., Agri-inputs, FPO enablement, Agri-fintech, post-harvest, value addition, rural logistics, climate-smart agriculture solutions) ● Represent Villgro as a thought partner in industry forums, policy platforms, and ecosystem convenings
	Enterprise Pipeline & Portfolio Management ● Build a strong pipeline of innovative agriculture and rural livelihoods enterprises aligned with Villgro's impact focus ● Oversee incubation, acceleration, and post-program engagement for portfolio startups. ● Support structuring of blended finance and catalytic capital pathways for rural and Agri ventures ● Ensure measurable outcomes in farmer income growth, productivity gains, and rural employment

	Donor Management & Fundraising ● Lead relationships with institutional donors, CSR partners, foundations, and multilateral agencies supporting agriculture and rural livelihoods ● Co-design programs aligned with donor priorities such as climate resilience, gender inclusion and food systems transformation ● Ensure high-quality program reporting, impact tracking, and compliance ● Position Villgro as a trusted implementation and innovation partner in agriculture systems
	Partnerships & Ecosystem Building ● Build strategic partnerships with FPOs, Agri-tech platforms, corporates, value chain actors, research institutions, and government bodies ● Enable market linkages and pilot opportunities between startups and ecosystem stakeholders.
	People Management ● Develop team capability to impact orientation, collaboration and operational discipline

The ideal candidate would have:

- 20+ years of experience in agriculture, rural livelihoods, or market development initiatives.
- Experience in leading a program portfolio, vertical, or practice area with budget oversight
- Strong understanding of smallholder economics, and agricultural market dynamics
- Experience in facing external clients, donors or multilateral agencies
- Strong financial management skills

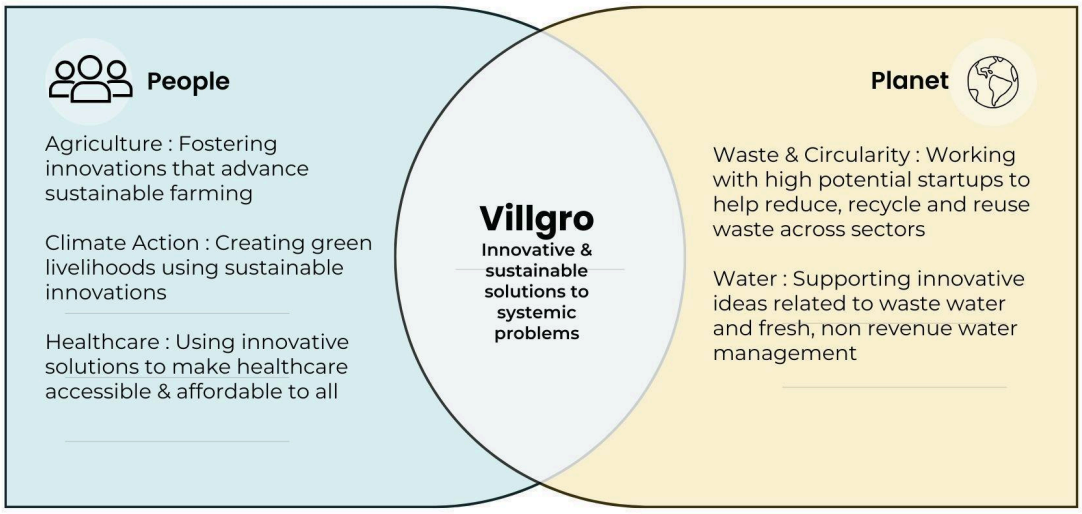
Compensation:

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!

About Villgro:

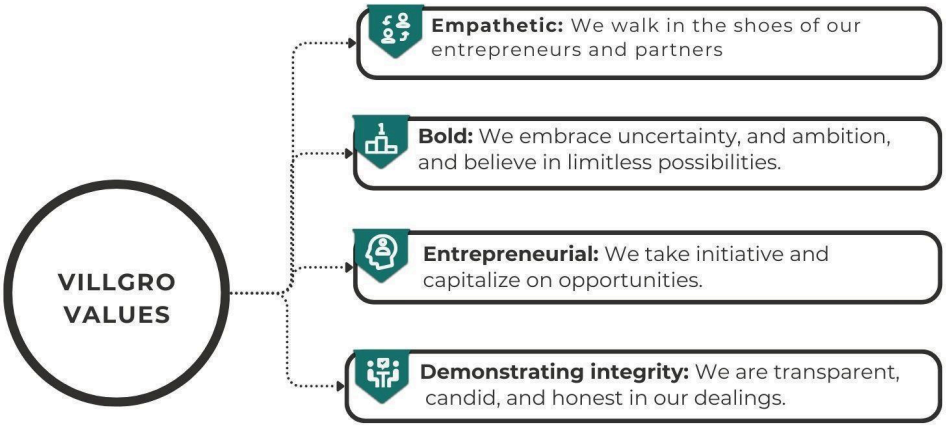
Villgro, India's pioneering social enterprise incubator, was founded in 2001 under the aegis of the National Innovation Foundation (Government of India). Our mission is to generate large-scale impact by leveraging innovative solutions to tackle India's most pressing social and environmental issues. Over 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