Job Description (Location: Bangalore)

The ‘Investment & Incubation Manager-Health Practice’ role at Villgro is all about evaluating, supporting and evangelising Innovation and Social Impact focused medtech startups.

Established in 2001, despite being India’s oldest and one of the world's largest social startup incubators, Villgro is driven by a small, committed team of over 25 and we thrive on collaboration. We are an equal opportunity employer and extremely committed to fostering workplace equity. (Brag alert) Villgro has won the prestigious DivHersity Awards as a recognition for this!

Millennials are the back-bone of our organisation and if you are the right candidate, you will resonate with one or many of our values,
1. Empathy- we are customer-centric and collaborative, yet assertive.
2. Entrepreneurial- we seek progress and want to get things done!
3. Boldness- we voice our views and respect others’. We fail fast, learn fast.
4. Integrity- we demonstrate transparency and honesty in every transaction.

Details of how your role will shape up are below:

- **Pipeline building and Deal Sourcing**
  - Actively network and build a pipeline of innovative social enterprises in the health sector using our iPitch brand.
  - Build key strategic partnerships with organisations in the investment and health sectors
  - Assessment of key inputs such as clinical need in various settings, the size of the problem, and the scale of the impact if executed well
  - Assessment of the business risks and opportunities associated with the proposed solution
  - Assessment of the clinical and technical risk associated with the proposed solution

- **Championing incubatee success**
  - Lead / Conduct preliminary assessment and detailed due diligence (business, financial and legal) on companies that fit with Villgro’s investment mandate
  - Conduct secondary research on market opportunity and study competitive landscape for prospective companies
- Build detailed business assessment: Alignment with investment thesis? Size of the opportunity? Anticipated return on investment? Business risks and opportunities are present?
- Contribute and take assistance from other portfolio managers in clinical and technical areas for diligences they are leading
- More detailed clinical and technical risk assessment: Identifying which clinical and technical experts need to be consulted and building & maintaining a network of them
- Prepare exit strategies and provide detailed investment thesis to members of the Investment Committee
- Term sheet negotiations and transaction structuring

• **Portfolio Management**

- Actively manage and support health portfolio companies
- Identifying the key operational and strategic risks in the business as well as strategies to mitigate these risks
- Add value to existing portfolio companies, including strategic advisory support to entrepreneurs on operations, with resources relevant to the challenges they are facing such as introductions to mentors, investors, and potential partners
- Develop tools and analytics / dashboards to analyze trends as well as support the portfolio companies. Present Gaps, make recommendations, monitor progress of the business and support the portfolio companies
- Understanding the clinical need gap and market dynamics and design appropriate solutions
- Work closely with the entrepreneurs and use Villgro’s tools and interventions appropriately
- Keep all market connects for supporting the exit / follow on investment for portfolio companies

• **Investment Priorities and Strategies**

Work with the health incubation team to identify investment priorities and strategy based on:
- First-hand assessment and understanding of the largest gaps in low resource settings
- India (and global) public health priorities
- Government policy priorities
Other

- Collaborate with Investors Relations and Finance; Compliance team for managing the investment management operations, preparing investor reports and board presentations on a periodic basis.
- Support Villgro’s other activities to build the social enterprise ecosystem in India

If the role excites you, we would like you to:

- Be a MS in biomedical engineering/biochemistry/molecular biology or a Master’s in any relevant field, but we don’t obsess over institutional degrees and industry knowledge will be paramount
- 3-5 years of work experience
- Working knowledge of a wide variety of healthcare delivery environments in India and the current standard of care for a range of conditions in those environments is preferred.
- Deep interest in social sector and passionately driven by early health stage investing in social enterprises is a must

Villgro alumni have gone on to found social businesses, study at Ivy League and Indian B Schools and public policy institutes, but most importantly - they have become voices of change. We are committed to providing the same exposure, learnings and experiences to help you shape your next big career move. Most of these will begin with some chai-coffee overlooking the beautiful Bangalore sunset at our lovely office terrace.

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.

If you think you're a fit for this role, fill this form here: https://bit.ly/2IhpXrk

We look forward to hearing from you!

Meanwhile, a little bit more about us:

Villgro is India’s oldest and one of the world’s largest social enterprise incubators. We support innovative enterprises that solve critical issues faced by the poor. We provide
funds (grant/equity), mentors, networks and resources to innovative social enterprises in sectors such as education, health, agribusiness and renewable energy.

Since our inception in 2001, we have incubated over 279 social enterprises with seed funding of INR 573 million. These social enterprises have generated 3500+ jobs and secured INR 1796 million in follow-on funding to impact over 19 million lives.

Villgro fosters an open culture where each member can express his/her views and opinions based on merits and objectivity. At Villgro, we work together as a team with a shared vision of social impact which is essential for our continued success. For further information, please visit our website at http://www.villgro.org