

Senior Analyst - Market Partnerships

Chennai, Tamil Nadu

Villgro is an impact-first incubator of startups and the Climate Action sector is of utmost priority to us. We invest in (through grants, low-cost debt and equity) startups and provide specific technical assistance. Villgro wants to create an impact at a societal scale by solving the gaps in the value chains in a sustainable and climate-smart way with an inherent positive impact on livelihoods. To make this happen, the diffusion of socially impactful innovations must not just be adopted at scale, but its utilization must be driven in a self-sustainable manner, meaning commercial scale. We will need various market forces/ ecosystem players to participate to fix these gaps. The beneficiaries and end users are generally small and marginal farmers (gender inclusive) and the aggregated institutions like FPOs, SHGs, and co-operatives in the Agriculture and allied space.

The Market Partnerships team at Villgro intends to do this by creating an end-to-end ecosystem to plug value chain gaps.

Role and Responsibilities:

The ideal candidate would be responsible for driving the success of dissemination of Impactful sustainable innovations to rural communities, via market partnerships.

1. Coordinating and implementing Business development strategies with
 1. Market partners (Last Mile rural distributors, FPOs, Cooperatives, CBBOs, etc)
 2. Financial Institutions (Banks, NBFCs, MFIs)
 3. Other ecosystem stakeholders
2. Overseeing trade activation campaigns and organizing roundtables and networking events with various stakeholders.
3. Generating new business leads and helping Startups achieve sales of impactful innovations.
4. Increasing Villgro's brand awareness with partners and the market ecosystem
5. Managing the Market Partnership Playbook and supporting monthly, quarterly and annual reports to senior management.
6. Keeping informed of sector trends and emerging market players.

The ideal candidate would have:

The drive and high level of initiative and ownership.

Along with:

1. Prior experience in the renewable energy or agriculture sector and knowledge about marketing & sales in the industry. AND/OR Experience via large scale implementation projects and (preferably) knowledge of government engagements.
2. The ability to drive partnerships with multiple Market players including FPOs, Distributors, CBBOs, Financing Institutions (Banks, NBFCs, MFIs)
3. At least 3-4 years of experience in renewable energy, Agri-business or allied industry.
4. Fantastic communication and persuasion skills to influence stakeholders.
5. Willingness to travel to partner and project location at short notice

Compensation & Benefits:

1. We pay comparably higher within the nonprofit sector and provide a performance-linked variable component.
2. All our permanent employees are provided with health insurance for themselves and their immediate family members.
3. Our mental health policy provides employees with access to subsidized professional support.
4. We actively invest in the professional development of our employees through paid training programs and workshops.

How to apply:

Apply to this role by filling this [Form](#).

We look forward to hearing from you!

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, 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 | info@villgro.org

Read more about us at www.villgro.org

Check out our latest impact report at www.villgro.org/impact-reports/

Have a look at our portfolio companies in action <https://youtu.be/NSVuto3S9o8>

About us:

Villgro is India's foremost and one of the world's largest social enterprise incubators. Established in 2001, Villgro's mission is to make innovative, impactful businesses succeed in Health, Agribusiness, and Climate Action. Since 2001, Villgro has supported 340 social enterprises that have raised over INR 4.28 billion in investments, created 5646 jobs and impacted over 20.8 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 2022 as recognition for this!
