

State Coordinator - SCALE project

Location: Indore/Bhopal -1, Kota(Rajasthan)-1

Villgro is a social impact first incubator of startups, and we are arguably the leaders in incubating or accelerating startups, while applying a gender inclusive lens. We invest in (through grants, low-cost debt, and equity) startups and SMEs, along with providing specific technical assistance. To achieve our mission of creating social impact at scale, we have expanded our incubation model to build partnerships with channel partners, networks of FPOs, SHGs and implementation NGOs. We are also building a suite of impact financing solutions that can reduce the barriers to adopting new technologies.

The Gender Inclusive Incubation sector is the newest at Villgro and is focused on accelerating women led businesses in sectors of expertise, and in enabling women to become part of the formal economy in Climate Action and Agriculture sectors.

Position summary

Villgro is looking for a state coordinator to be part of a market access project under the Rural Partnerships team. The state coordinator will act as a single point of contact for all project activities in the state(s). The coordinator will report to the project manager based in Bangalore. The state coordinator will successfully implement the project in the area of implementation. There are clear objectives and timelines to the project. The role will require extensive travel to FPO locations and the applicant is expected to be open to travel.

About the Project

The project is a 5-year project with its first phase ending in December 2024. The project will be extended based on the results and impact created on the ground. The state coordinator will be hired as a part of this project, initially for a period of 15 months. The contract shall be extended on the basis of the extension of the project, performance of the candidate and/or internal requirement in Villgro in other projects.

Brief on the Responsibilities

- Coordinate and liaise with corporate client team in the state
- Have touch points with FPOs and maintain healthy working relationship with them
- Take up field visits to coordinate pilots on the ground
- Train the FPO staff on usage of the innovations suggested by the program
- Manage first level of escalations during product usage by FPO/farmer
- Drive product utilisation on the ground
- Coordinate trade activation events with the FPO
- Follow up and close on leads generated through campaigns
- Capture data and share reports to POC

The ideal candidate would have,

- Education background in Agriculture or Agribusiness
- 2-3 years of experience in field based job, stakeholder management
- Ready to travel extensively to FPO locations across the state
- Ability to maintain cordial relationship with FPO, client team and enterprise staff
- Ability to explain the value of the product, train the usage to farmers
- Good Documentation skills and communication skills (English and local language)
- Manage tight deadlines
- Have worked with FPOs/farmers
- Some business development/ sales experience (preferable)

1. No. of positions: 2
2. Location: Indore/Bhopal -1, Kota(Rajasthan) - 1
3. Full time contract for 15 months
4. Salary - Depends on the experience

How to apply,

Apply to this role by filling this [Form](#). We look forward to hearing from you!

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 or 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

Write to us with your queries at careers@villgro.org

Read more about us at www.villgro.org

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

See some of the portfolio companies in action <https://youtu.be/NSVuto3S9o8>