Senior Analyst – Healthcare Market Partnerships & Technology Commercialization

Location - Bangalore, Karnataka

Villgro is an impact-first incubator of startups and the Healthcare sector is of utmost priority to us. We invest in (through grants, low-cost debt and equity) healthcare startups and provide specific technical assistance. To achieve our mission of creating social impact at scale, we have expanded our incubation model to build partnerships with various channel partners, such as hospital networks, distributors, governmental agencies, amongst others.

Our interest areas are in disruptive solutions for screening, diagnosis and management of non-communicable diseases, infectious diseases and those related to maternal, neonatal & children’s health. We recently enhanced our focus in women’s health with the goal of growing the sexual & reproductive health & family planning market segment for startups by 10X.

Job Description

The Healthcare Market Partnerships vertical at Villgro is building a platform to support social enterprises in market entry and penetration for scale-up in the healthcare ecosystem. We aim to do so by bringing together channel partners and facilitating go-to-market (GTM) partnerships with stakeholders.

Role deliverables

1. Identify, evaluate and onboard credible channel partners across the healthcare ecosystem through outreach, regular touchpoints and relationship-building
2. Identify, evaluate and onboard social enterprises that we can partner with, and confidently demonstrate the value & relevance of the innovation
3. Facilitate demos, trials, pilots and sales with partners for startups in the Villgro GTM portfolio.
4. Lead organization of attendance in relevant networking events, trade shows and conferences to source social innovations and new channel partners and increase Villgro visibility within the ecosystem.
5. Identify subject matter experts from healthcare and allied industries who can mentor the social enterprises with Business Development & GTM strategies to reach the market faster and scale successfully.
6. Support the diagnostics portfolio in incubation activities (onboarding enterprises, Mentoring & Technical Assistance support along with Data Monitoring & Updation)
7. Coordinate with the Impact Finance team to facilitate blended financing solutions for healthcare startups.

Please note that 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.

The ideal candidate would have,

1. At least 2 years of experience in the healthcare or allied industry.
2. Knowledge about marketing & sales in the healthcare industry OR Experience via large scale implementation projects and (maybe) knowledge of government engagements.
3. The ability to drive partnerships across multiple customer segments including hospitals, medical professional organizations, diagnostic labs & clinics, government healthcare bodies, amongst many others.
4. Fantastic written & verbal communication and persuasion skills to influence stakeholders and lead external communications
5. The drive and high level of initiative & ownership

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!
About Villgro:

We are India’s foremost impact-first incubator with expertise in 4 sectors – Healthcare, Agriculture, Climate Action, and Gender Inclusion. We are addressing pressing social and environmental challenges by rapidly mobilizing innovations in India. We engage with early-stage inventors and entrepreneurs, across the country, to build their ideas and create impact at scale.

We work with those who work in one or more of these areas –

1. Enabling green livelihoods
2. Generating value from waste
3. Reducing pressure on land and water systems
4. Improving livelihoods for small-holder farmers
5. Increasing the participation of women in the workforce
6. Improving health outcomes for women, and
7. Improving access to affordable screening and diagnostics for low-income populations in India.

Since 2001, we have worked with over 387 enterprises which have impacted over 20.8 million lives.

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 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

In case of any queries, please write to us at careers@villgro.org
Read more about us at www.villgro.org
Check out our latest reports at https://www.villgro.org/reports/
Have a look at our portfolio companies in action https://youtu.be/NSVuto3S9o8