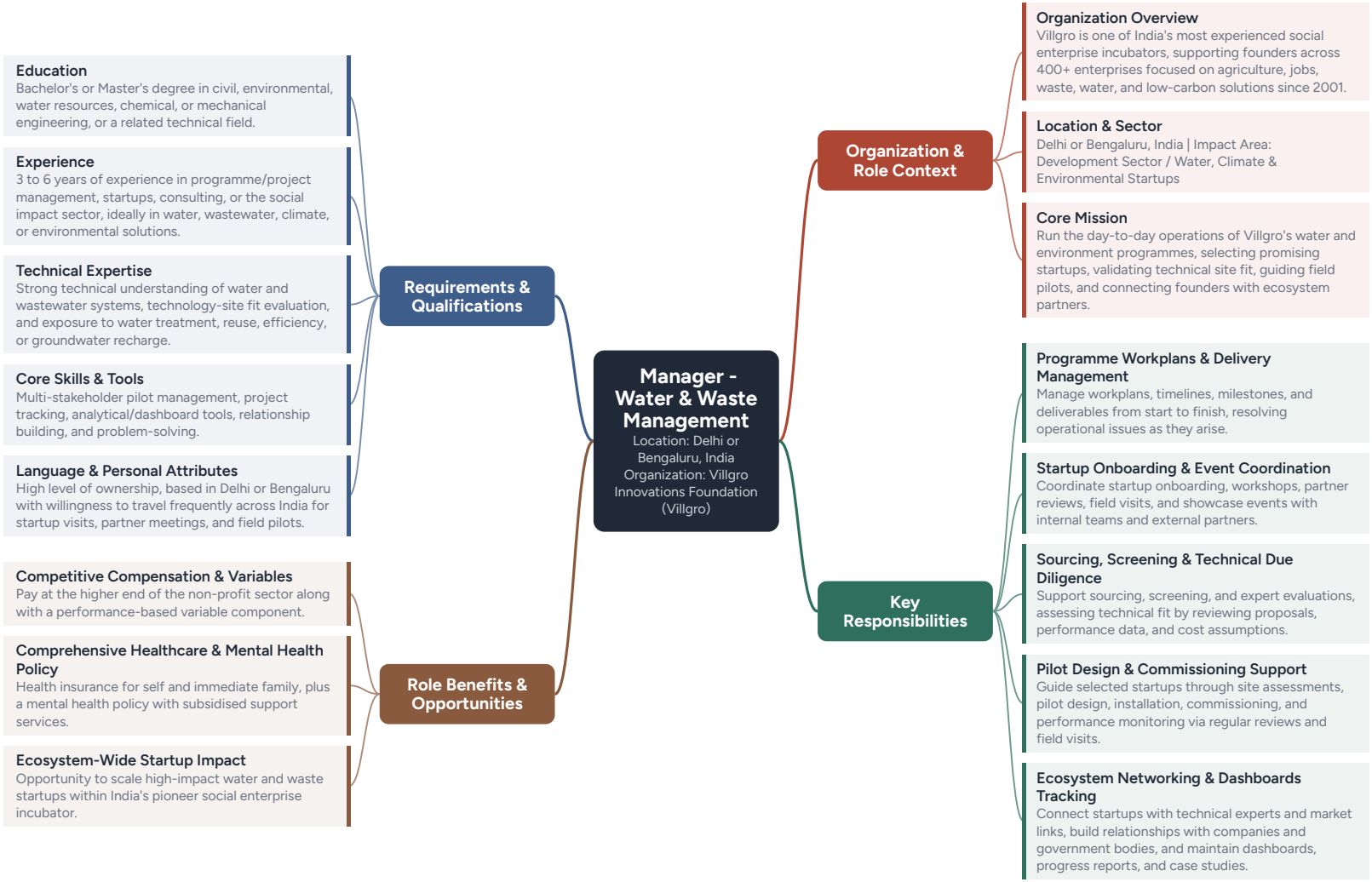
Villgro Innovations Foundation

Manager - Water & Waste Management in Delhi & Bengaluru | Villgro Innovations Foundation

New Delhi, Delhi, Bengaluru, Karnataka · full-time · mid level · Competitive

Application Assist →

View on aikyamjobs.org



Skills this role needs

Programme management	Water and wastewater technology assessment	Startup and pilot management	Stakeholder and partner management	Trackers / dashboards and reporting

Job description

Villgro

Villgro has supported social entrepreneurs in India since 2001. It is one of India's most experienced social enterprise incubators. It works with founders who are solving problems that markets alone do not fix: helping small farmers grow more, creating jobs in places the formal economy has left behind, cleaning up waste and water in cities, and helping India move to a low-carbon future. Across 400 enterprises, Villgro has reached millions of lives with programmes, funding and market links built on what it has learned. This role sits within Villgro's Water, Climate & Environmental programmes, which find, test and grow startups with practical solutions for water, waste and the environment.

Role

As Manager - Water & Waste Management, you will run the day-to-day work of Villgro's water and environment programmes. You will help choose promising startups, check whether their technology works for real sites, guide their field pilots, and keep partners updated on progress. Your work helps good water and waste solutions move from a first pilot to wider use.

Responsibilities

- Manage programme workplans, timelines, milestones and deliverables from start to finish, and fix problems as they come up.
- Coordinate startup onboarding, workshops, partner reviews, field visits and showcase events with internal teams and partners.
- Support startup sourcing, screening and selection, including expert evaluations and due diligence (a careful check of a startup before support is given).
- Assess the technical fit of water and environmental solutions by reviewing proposals, specifications, performance data and cost assumptions.
- Guide selected startups through site assessments, pilot design, installation, commissioning and performance monitoring through regular reviews and field visits.
- Connect startups with technical help, experts, partners and market links where they need them.
- Build relationships with companies, government bodies, utilities and technical institutions to support pilots, partnerships and scale.
- Keep trackers and dashboards up to date, prepare progress reports, and document pilot results, programme learnings and case studies.

Requirements

- A bachelor's or master's degree in civil, environmental, water resources, chemical or mechanical engineering, or a related technical field.
- 3 to 6 years of experience in programme or project management, startups, consulting or the social impact sector, ideally in water, wastewater, climate or environmental solutions.
- A good technical understanding of water and wastewater systems and the ability to judge whether a technology suits a site.
- Experience managing projects or pilots with many stakeholders, timelines and deliverables, and handling several workstreams at once.
- Good analytical and data skills, including keeping trackers, dashboards and reports.
- Strong communication, relationship and coordination skills, with a high level of ownership and problem-solving.
- Based in Delhi or Bengaluru and willing to travel often across India for startup visits, partner meetings and field pilots.

- Good to have: experience with water-tech, climate-tech or environmental startups, exposure to water treatment, reuse, efficiency or groundwater recharge, and familiarity with pilot monitoring and impact measurement.

Benefits

- Pay at the higher end of the nonprofit sector, plus a performance-based variable component.
- Health insurance for you and your immediate family.
- A mental health policy with access to subsidised support services.
- The chance to help water and waste startups grow at India's most experienced social enterprise incubator.

Apply

Check your fit for the role and receive the apply link in your mailbox

Follow our WhatsApp Channel to get notified about the latest jobs.

About the organisation

Villgro Innovations Foundation

Social Enterprise Incubation and Impact Investing

villgro.org ↗
More on aikyamjobs.org



About Villgro Innovations Foundation

Villgro Innovations Foundation is an Indian incubator that supports early-stage social enterprises to grow into self-sustaining businesses. Paul Basil founded it in 2001 as Rural Innovations Network, and it was renamed Villgro in 2009. Its approach rests on the belief that market-based models are a powerful way to solve social problems and create impact at scale. Villgro gives innovators seed funding, mentoring, technical expertise and access to markets and investors. Over time it has expanded from incubation into building markets, designing financing solutions and sharing what it learns about how innovation reaches underserved communities. It is certified as equivalent to a US public charity.

> *Headquarters: Chennai, Tamil Nadu, India*

Major Areas of Work

- Climate-smart agriculture: Supports innovations that make farming more sustainable and resilient for small farmers.
- Climate action: Backs enterprises building solutions for clean energy, sustainability and climate resilience.
- Healthcare: Supports medical and health innovations that improve access and outcomes for underserved populations.
- Inclusive livelihoods and entrepreneurship: Works to expand income opportunities and promote inclusion and diversity among entrepreneurs.
- Gender inclusion and innovative financing: Supports women-led enterprises and develops new financing models to help social enterprises scale.

Major Initiatives and Programmes

- Incubation: Villgro's core programme, offering early-stage social enterprises seed funding, mentoring and technical support to build impact at scale.
- Unconvention: A convening platform for social entrepreneurs, investors and ecosystem players, held in cities across India.
- iPitch: A deal discovery platform that identifies and funds promising social startups.
- Invent: A programme launched with the Government of India and DFID, UK to support social enterprises, particularly in low-income states.
- Powering Livelihoods: A programme supporting clean energy enterprises that strengthen rural livelihoods.
- Mentoring: A network of experienced professionals who share their expertise and connections to help portfolio enterprises scale.

Villgro also set up Menterra, a separate social impact fund, and has published a playbook to help others replicate the Villgro incubation model around the world.

Impact

Villgro states that it has incubated more than 300 startups, provided Rs 671 million in seed funding, and that its portfolio has raised Rs 4 billion in follow-on funding and reached 20 million lives. Its own site cites Rs 720 million deployed across 137 startups in low-income states of India, and says Unconvention has run in 20 cities and connected more than 17,000 entrepreneurs. iPitch has drawn over 3,000 applications and funded 23 startups with Rs 74.4 million. Villgro counts The Lemelson Foundation and DOEN Foundation among its long-standing supporters.

Leadership

- Paul Basil, Founder

Working at Villgro puts you at the meeting point of entrepreneurship, investment and development. Staff work closely with founders building solutions in agriculture, climate, healthcare and livelihoods, and get exposure to due diligence, mentoring, market building and funder relations. The organisation suits people with a business, finance, technical or startup background who want to apply those skills to social problems, as well as development professionals interested in market-based approaches to impact.

Interested? Application Assist → · Full listing: https://aikyamjobs.org/jobs/manager-water-waste-management-in-delhi-bengaluru-villgro-innovations-foundation