Industree Foundation

State Operations Manager in Nagaland & Andhra Pradesh | Industree Foundation

Nagaland, Andhra Pradesh · full-time · senior level · Competitive

Application Assist →

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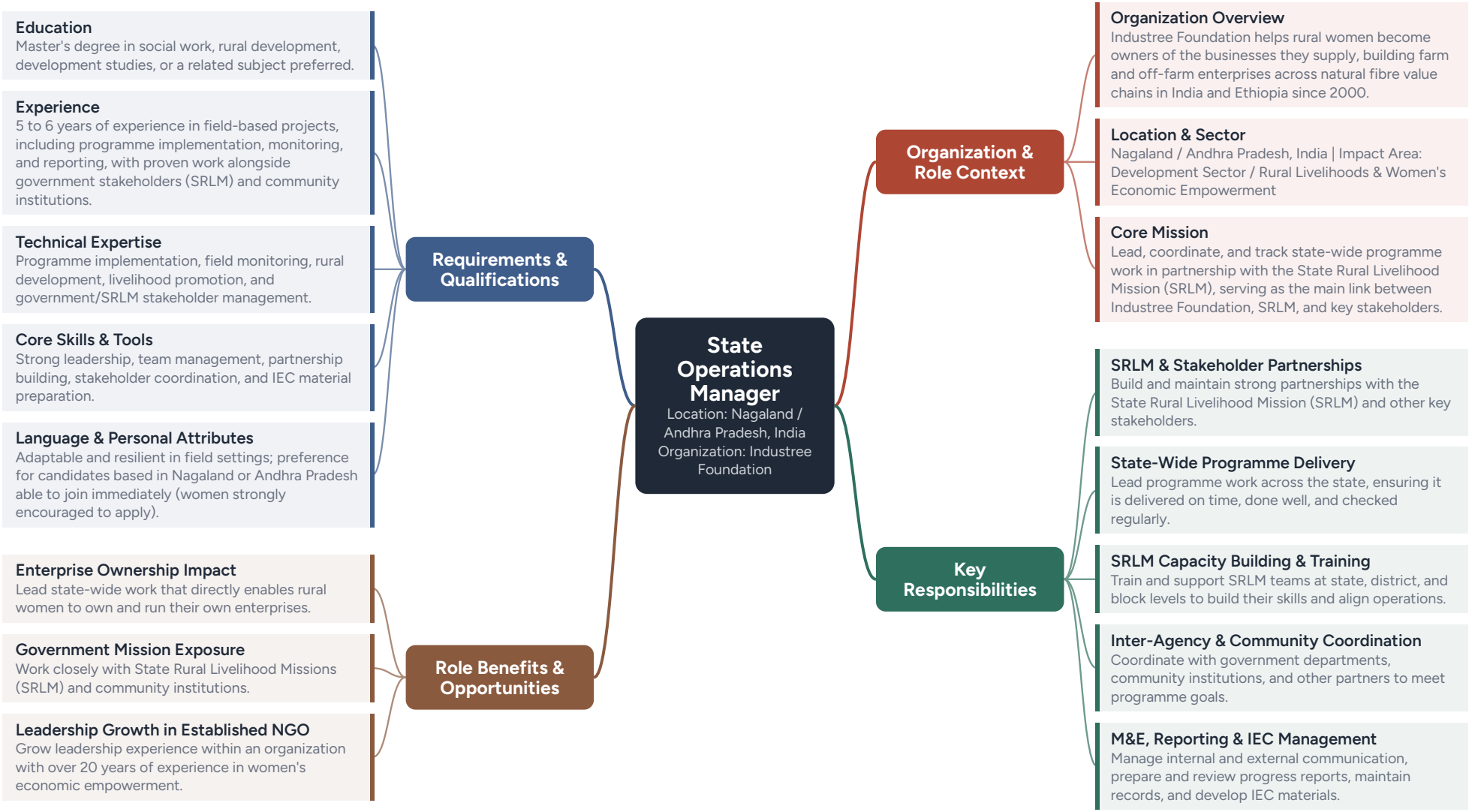

Skills this role needs

Programme implementation and monitoring	Government stakeholder engagement	Capacity building	Team leadership	Reporting and documentation

Job description

Industree Foundation

Industree Foundation helps rural women become owners, not just workers, of the businesses they supply. It brings producers together into companies they own as a group, working with natural fibres. It then gives these businesses what they need to compete: training, design, working capital, infrastructure and links to buyers. Founded in 2000 and based in Bengaluru, Karnataka, it has spent over 20 years building farm and off-farm enterprises that strengthen women's economic power in India and Ethiopia. It believes skills alone do not make a business succeed, so it works on six areas at once instead of running training on its own.

Role

The State Operations Manager will lead, coordinate and track programme work across the state, in partnership with the SRLM (State Rural Livelihood Mission). You will be the main link between Industree Foundation, the SRLM and other partners. You will bring state, district and block teams together, help partners build their skills, and make sure work is delivered on time, done well and properly recorded for reports and shared learning.

Responsibilities

- Build and maintain strong partnerships with the SRLM and other key stakeholders.
- Lead programme work across the state, making sure it is delivered on time, done well and checked regularly.
- Train and support SRLM teams at the state, district and block levels.
- Coordinate with government departments, community institutions and other partners to meet programme goals.
- Manage internal and external communication so teams and partners stay informed and aligned.
- Prepare, review and maintain programme records, progress reports and IEC (information, education and communication) materials.

Requirements

- A Master's degree in social work, rural development, development studies or a related subject is preferred.
- 5-6 years of experience in field-based projects, including programme implementation, monitoring and reporting.
- Experience working with government stakeholders and community institutions, with a strong understanding of rural development and livelihood promotion.
- Strong leadership and team management skills, and the ability to work on your own while coordinating across many levels.
- Good at building partnerships and working with stakeholders.
- Adaptable and resilient in field settings.
- Candidates based in Nagaland or Andhra Pradesh will be preferred, and you should be able to join immediately. Women candidates are strongly encouraged to apply.

Benefits

- Lead state-wide work that helps rural women own and run their own enterprises.
- Work closely with government livelihood missions and community institutions.
- Grow your leadership experience in an organisation with over 20 years of work in women's economic empowerment.

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About the organisation

Industree Foundation

Livelihoods, Social Enterprise and Artisan Value Chains

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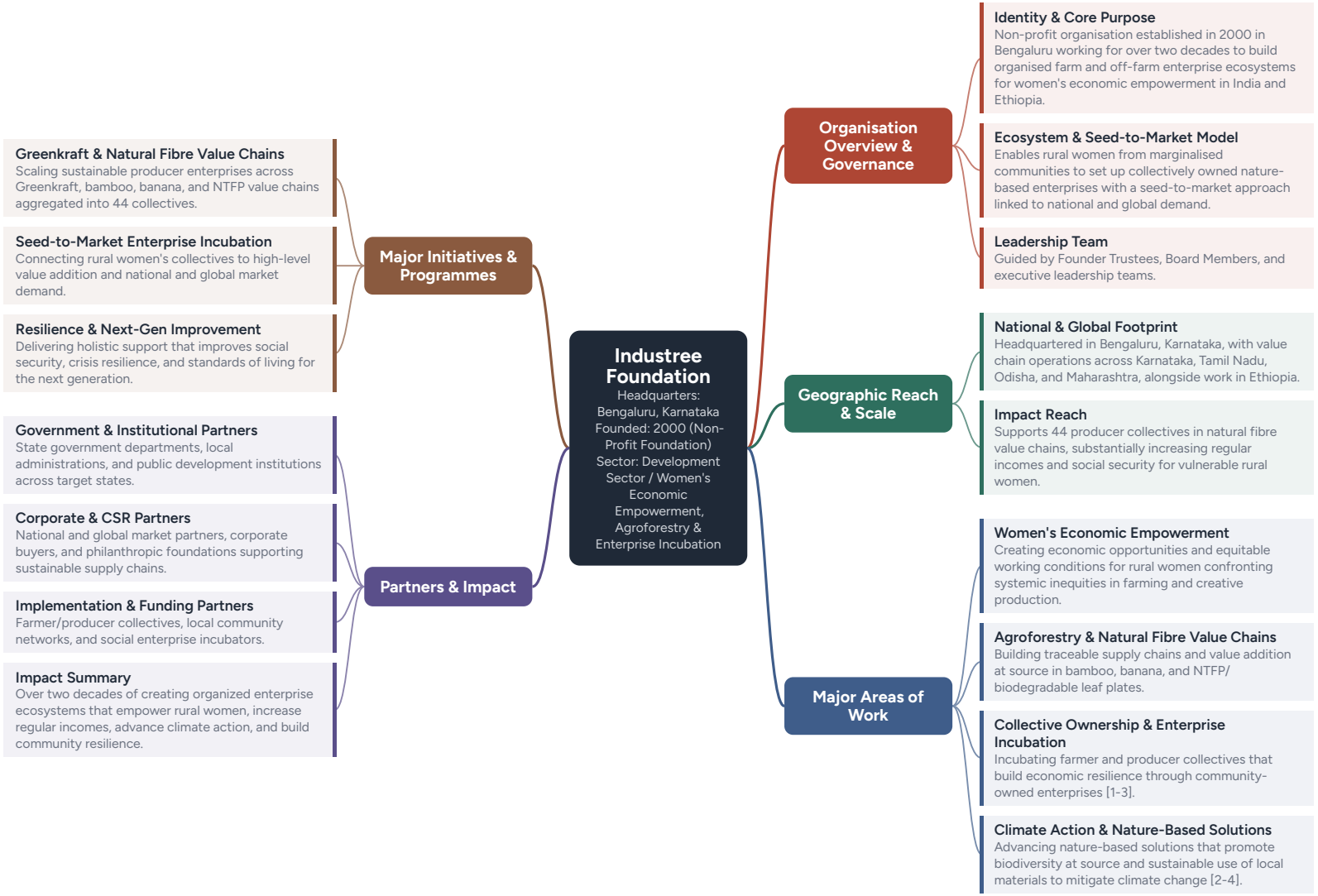

About Industree Foundation

Industree Foundation works to make rural women the owners, not just the workers, of the enterprises they supply. It organises producers into collectively owned companies in natural fibre value chains, then supplies the missing pieces those enterprises need to compete: training, design, working capital, infrastructure and market linkage. Its stated position is that skills alone do not make an enterprise succeed, which is why its intervention model addresses six areas at once rather than running standalone training.

Youtube

Over the past two decades it has incubated a globally compliant producer company operating across the bamboo, sal and banana value chains. It currently operates in four states and describes a scale-up plan covering fifteen. Its own framing is that when women thrive, the planet thrives, tying enterprise ownership to low-carbon materials and forest-based livelihoods.

> *Headquarters: Bangalore, Karnataka*

Major Areas of Work

- Producer collectivisation: Organising rural producers, mostly women, into collectively owned enterprises rather than loose supplier networks.
- Natural fibre value chains: Building end-to-end supply in bamboo, banana fibre, sal and other forest materials, from raw material to finished product.
- Market access and design: Developing contemporary product designs and linking producer enterprises to domestic and global buyers, including digital platforms.
- Capital and infrastructure: Helping producer enterprises raise working capital and other financing, and putting in place the infrastructure and handholding support they need to operate.
- Policy advocacy: Pushing for policy change on the market and capital conditions that determine whether small producer enterprises survive.

Major Initiatives and Programmes

- 6C Framework: Industree's own intervention model, built on the position that an enterprise's success rests on six pillars beyond skills, covering skilling, capital, design, markets, infrastructure and handholding support.
- GreenKraft: A women-owned, producer-led brand of contemporary home and lifestyle products made from natural fibres, incubated by Industree and operating as a producer-owned social enterprise.
- Producer company incubation: Incubating and running globally compliant producer companies that hold their own certifications and trade directly with international buyers.
- Design as public good: Developing product designs and releasing them for open use by producers rather than holding them as proprietary assets.
- Certification and compliance support: Taking producer groups through international certification, including Forest Stewardship Council forest management certification for privately owned bamboo plantations.

The 6C Framework is the spine of the work. Industree describes it as a holistic intervention that plugs the gaps in a fragmented value chain, working at the grassroots level on aggregation and capacity building while simultaneously addressing the larger market and capital problems that small enterprises cannot solve on their own. It is the reason the organisation operates as an incubator of businesses rather than as a training provider.

Impact

Industree states cumulative market access of $59.7 million for the enterprises it supports, 600,000 cumulative lives impacted, 37 collective enterprises, over 11,500 enterprise women trained and linked to value chains, $12 million in capital raised for producer enterprises, and over 40,000 designs developed and shared as a public good; it also reports that 6,671 smallholder women farmers in Karnataka received Forest Stewardship Council forest management certification for privately owned bamboo plantations.

Industree Foundation is an excellent fit for professionals passionate about women's livelihoods, sustainable enterprise development, natural fibre value chains, and rural economic empowerment who want to help build producer-owned, climate-resilient businesses across India

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