

Managing Director – India

Job Description

www.ennovent.com

The Managing Director – India is a senior professional who will be responsible for leading the Ennovent India entity and supporting business development for the Ennovent Group.

Organisation Profile

Ennovent is a venture catalyst that takes innovative businesses to unexplored low-income markets in developing countries. We offer customised venture projects to entrepreneurs, corporates, funders and NGOs that provide access to startup expertise, local capacity, diverse funding and global networks. Through fair partnerships, we share the risks and rewards of optimising sustainable impact and profits in low-income markets. Since 2008, Ennovent has catalysed over 235 ventures in 35 countries through 65 projects.

As an evolving for-profit enterprise Ennovent's core strength is our team – a talented and self-motivated group of professionals with strong backgrounds in fields such as investment management, international development, business operations, entrepreneurship and the environment.

Ennovent's organisational culture is dynamic and entrepreneurial; we are highly responsive to new ideas and initiatives that could advance our organisational aspirations, while also fostering a positive impact on low-income markets in developing countries. We promote innovation, business ethics and professionalism in all our operations.

For further details about Ennovent: www.ennovent.com

Job Profile

Title	Managing Director – India
Job Objective	To ensure the financial health and manage the operations and growth of Ennovent India.
Position Type	Full-time, home based with travel
Compensation	A competitive fixed and variable compensation package commensurate with experience and the organisation's compensation structure
Location	Anywhere in India, preferably Delhi-NCR, Mumbai, Hyderabad, Chennai or Bangalore
Reporting Relationship	Founder and Managing Director – Ennovent Global

Position Description

The Managing Director – India is responsible for the long-term sustainability and growth of Ennovent India. In doing so, the Managing Director – India will be required to oversee the India business's strategy, operations, finance and client-related (sales, marketing and execution) work in partnership with the Global team.

With the support of the Global team, the specific responsibilities related to the Managing Director – India include, but are not limited to:

- Develop and supervise the execution of short- and long-term strategic initiatives to achieve the company mission
- Ensure sufficient and stable revenue streams from different offerings to generate profits in line with agreed targets
- Build relationships with ecosystem stakeholders to generate sales leads, partnerships, and other necessary relationships
- Oversee and support the successful design, funding and execution of client contracts in India
- Manage and expand the execution capacity of the Ennovent India team
- Ensure robust and effective operational systems, structures and processes to support the effective execution of services
- Enforce robust financial management systems to ensure the short-term and long-term financial viability of the office

- Ensure collaboration between relevant units to ensure effective client delivery and overall organisational objectives
- Lead and manage all temporary and permanent human resources to ensure effective client services and staff satisfaction
- Ensure the adherence with all regulatory, tax and statutory compliance as defined by the country of operation

In addition to the responsibility for the India business, the Managing Director - India will have the following responsibilities at the Global Unit level:

- Build a robust network of funding sources to finance venture projects for Ennovent's focus countries
- Support the design and establishment of new service offerings in line with global strategies and offerings
- Contribute to the overall strategic and operational development of the Ennovent Group

Qualifications

The Managing Director - India is a senior professional with a business background focusing on the complete management of the Ennovent India entity.

The Managing Director - India should possess:

- An advanced degree in business; an MBA is preferred
- 10-15 years of relevant professional experience with at least 5 years in a senior leadership role
- A strong network of funding partners and potential clients relevant for the entire Ennovent Group
- Proven track record of high quality, timely and optimised project management and service delivery to exceed client expectations
- Proven business development experience and high-impact networking abilities leading to the generating of sales leads and/or large-scale contract closure
- Finance expertise and knowledge to effectively navigate the investor space
- Exceptional abilities and experience managing and mentoring cross-functional teams to deliver high impact team, client and partner-related results
- Exceptional verbal and written communications abilities in English, with strong networking and presentation skills
- An entrepreneurial mindset and the ability to work with independence, ambiguity and flexibility to ensure targets and outcomes are reached
- Experience and understanding of low-income market and entrepreneurship is preferred, with a commitment to Ennovent's overall mission and core values

Compensation

Ennovent offers a salary package in line with a structured compensation plan combined of both fixed and variable components. This will be a full-time home-based role in India on an employee contract. The Director will primarily be required to travel within India; the position may require travel to other countries as needed.

To Apply

Please apply with detailed resume and cover letter expressing your interest in this position and relevant past experiences to **Suman Biswas** at career@ennovent.com