

Country Director – India

Job Description

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

Organization Profile

Ennovent is a global innovation company for low-income markets. We work with our clients, partners and community to jointly develop, fund and implement customised innovation solutions that create a sustainable impact and fair profits. These solutions discover, start-up, finance and scale the best business innovations for sustainability in developing countries. Since 2008, Ennovent has accelerated over 250 innovations in 15 countries through around 60 solutions.

As a young, 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 impact investment management, low-income markets, international development, business operations, entrepreneurship and the environment.

Ennovent operates as a completely virtual organisation with team members working exclusively from home-based environments around the world. Our culture is dynamic; 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 a sense innovation, business ethics and professionalism in all our operations.

For further details about Ennovent, please visit: www.ennovent.com

Position Profile

Title	Country Director – India
Job Objective	To successfully manage the growth and operation of Ennovent India
Position Type	Full-time, home based
Location	Anywhere in India, preferably Delhi-NCR, Mumbai, Hyderabad, Chennai, Bangalore

Ennovent being an entrepreneurial organisation, we are inclined towards engaging with intrapreneurs who can independently own and operate a profit center. Intrapreneurs become a part of our network and enjoy access to Global support to help design, fund and implement innovation projects.

- Functional support across Strategy, Operations, Finance and Clients
- Community of investors, experts, mentors, service providers

- Tools to design, fund and manage Innovation Projects and expertise to discover, startup, finance and scale innovations.
- Seed Financing for incubating Innovation Projects globally (launch date: Beginning 2017)
- Access to other innovation projects within different themes (e.g. environment, energy, water etc).

Position Description

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

With the support of the Global Team, the specific responsibilities related to the Country 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 and objectives.
- Ensure sufficient and stable revenue streams from different offerings to generate profits in line with agreed targets.
- Build deep relationships with ecosystem stakeholders to generate sales leads, partnerships, and other required relationships.
- Oversee and support the successful design, funding and execution of client contracts in India
- 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 effectively 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.
- Develop and oversee the design and establishment of new service offerings in line with global strategies and offerings.
- Contribute to the overall strategic and operational development as Ennovent as a whole.

Qualifications

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

The Country Director – India should possess:

- An entrepreneurial mindset and the ability to work with independence, ambiguity and flexibility to ensure targets and outcomes are reached.
- Strong strategic thinking, analytical, reasoning and planning abilities.
- Exceptional team and people management abilities; experience managing and mentoring cross-functional teams. A network of relevant stakeholders and potential clients in the entrepreneurship, start-up and low-income market spaces in America.
- Proven business development experience and high-impact networking abilities leading to the generating of sales leads and/or large scale contract closures.
- Experience and understanding of low-income markets, entrepreneurship and start-ups is preferred
- An advanced degree in business, strategy or management; an MBA is preferred.
- 10-15 years of professional experience with at least 5 years in a senior leadership role is preferred.
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To Apply

Please apply with detailed resume and cover letter expressing your interest in this position and relevant past experiences to Sheena Agarwal, Associate Manager – HR at career@ennovent.com