



Business Development & Partnerships Manager – VentureBasecamp

Position title: Business Development & Partnerships Manager

Reports to: Ramya Srinivasan, Program Director

Location: Bangalore, India

Role type: Full-time Employee of Unitus Ventures, Capria Ventures' affiliate in India

Suggested start date: 1 April, 2019

Capria's VentureBasecamp Program Overview

We're on a mission to dramatically transform the global entrepreneurial landscape and help more entrepreneurs around the world build more sustainable, *investable* businesses. VentureBasecamp is a productized program focused on capacity building for incubators on how to better upskill entrepreneurs with fundamentals of building startups. Read more at: <http://venturebasecamp.co/>

We're doing this by developing an online and offline training program for incubator managers and entrepreneurs on twelve critical success elements of building a viable startup business, from idea to exit. The team is led by veteran entrepreneurs with over 40 years of experience in over 250 startups that have gone on to raise over \$750 million in venture capital funding and have generated over \$20 billion in market capitalization. We're bringing everything they know to as many entrepreneurs as we can.

VentureBasecamp is part of [Capria Ventures](#), a global financial services innovator focused on delivering superior profits to investors along with social and environmental impact at scale, with a goal of unlocking over USD \$500 million in impact capital by 2021 and positively impacting the lives of millions. The position will be based out of Bangalore, India.

Overview of Responsibilities & Objectives

Capria is seeking a business development & partnerships manager for VentureBasecamp that will be responsible for leading the initiative's expansion efforts in India as well as globally. The Capria VentureBasecamp program has garnered significant demand in markets throughout South Asia, Latin America and Africa. This role will be focused on generating/strengthening partnerships throughout Indian and international entrepreneurial ecosystems in order to deliver the world's best entrepreneurial training through partner support intermediaries such as incubators, accelerators and funds. The role is collaborative and fast-paced, and will be fun. Operating like a startup ourselves, the ideal candidate comes from an entrepreneurial background and can handle the complexity of an early-stage business.

We are looking for somebody with excellent skills in relationship building, sales and marketing, strategic thinking and execution capability with a passion for entrepreneurship and helping more entrepreneurs around the world get better at what they do. The job comes with incredible learning opportunities from global experts and the potential to make a real, lasting impact on the world. We are looking for somebody with startup experience, is a team player, and has the essential skills to help us get the job done and can still have fun.

Experience and Capabilities

The most vital areas of experience for a successful candidate include:

1. **Strong experience in business development and sales.** The ability to convert sales leads into authentic relationships while generating revenue. Experience in working on business, revenue and pricing models, customer acquisition.
2. **Cultivating and maintaining cross-cultural relationships in the startup ecosystem.** Capria VentureBasecamp operates globally and the ability to create strong, authentic and long-term relationships is essential to the program's success.
3. **Ability to work across industries in the startup ecosystem.** This initiative has stakeholders across the startup ecosystem: from startups, incubators, accelerators, venture capital, government, corporations, and foundations. This team member will be a key player in navigating the entire startup ecosystem and should have the ability to work with multiple stakeholders within the ecosystem: including government.
4. **Deep expertise in entrepreneurship, incubation and innovation with networks in the startup ecosystem.** Capria VentureBasecamp is set for a nation-wide rollout and this requires someone who has deep roots in the ecosystem.
5. **Experience in a start-up environment or equivalent for 5 years.** We're looking for someone who knows how to get a lot done, with limited resources, and quickly.
6. Should have a Bachelor's or Master's degree in either business, economics, or computer science, though previous relevant work experience is of highest priority.

Key personal skills and abilities include:

1. Outstanding communication and collaboration skills; networking aptitude.
2. Tact and diplomacy and comfort in developing multi-cultural relationships; Ability to manage up, down and to the side.
3. Excellent strategic thinker that is able to turn big-picture goals into implementation.
4. Positive attitude and eagerness to work in a startup-like work environment with a focus on collaborative teamwork.
5. A passion for entrepreneurship.

The Role

- **Business Development and Sales:** You will be working on generating high quality relationships in the startup ecosystem, and helping to scale the VentureBasecamp program through incubators, accelerators and funds globally. You will also be responsible for sales and be actively involved in fundraising.
- **Stakeholder relationships:** You will engage with stakeholders (multinational corporations, venture capital funds, ecosystem support organizations, governments, foundations, startups, etc.) across the entrepreneurial ecosystems in multiple geographies and align these stakeholders with the common mission to foster stronger entrepreneurial ecosystems.
- **Strategy and Thought Leadership:** As a core member of the VentureBasecamp team, you will support other key team members in improving the business strategy and vision of the program. You will get the opportunity to demonstrate higher level thinking about the entrepreneurial ecosystems we operate in and spread the word about our mission.

Please reach out to ramyas@capria.vc for any questions.