

### Chief Executive Officer, Action For India

<b>Role</b>	Chief Executive Officer (CEO)
<b>Compensation</b>	Market based compensation (on the basis of qualification and experience)
<b>Qualification</b>	Undergrad degree in Engineering/Business  A post-graduate degree from an overseas College/University preferred  A Management Graduate from any A-List Indian institution would also be given preference
<b>Experience</b>	15 + years of relevant experience in the domains of impact / corporate / technology / management consulting / investment banking/ etc..
<b>Location</b>	Bengaluru preferred - but for the right candidate we can be flexible

#### About AFI

Our core customers at Action For India (AFI) are early-stage, tech-enabled, for-profit social entrepreneurs of India. Our mission is to identify these high-potential social entrepreneurs (working in sectors such as Education, Healthcare, Agriculture, Livelihood, Clean-Tech, and Fin-Tech) and connect them with resources to help scale the impact of their work - be it funding, mentors, technology resources, government decision-makers or customers. Since its inception in 2012, AFI has helped more than 1000 social entrepreneurs in their scaling journeys.

AFI is an international impact organization with presence in the USA, UK and India. In India, we are a Section 8 Company (with 80G, 12A and FCRA certifications) and in the US we are a 501-c3 organization. Our two active chapters outside India are in Silicon Valley, USA and London, UK.

Our main initiatives include the AFI Annual Forum, Social Enterprise Advisory Services (SEAS), Women in Social Entrepreneurship (WISE), AFI i-TIC Foundation Social Entrepreneurship Accelerator (AISEA), Impact Investment Fund (3i Partners) and the Silicon Valley Challenge (SVC) Trek.

AFI has been supported by several foundations and investors including eBay Foundation, UNGC, IDRF, Guru Krupa Foundation, Deshpande Foundation,

Omnivore, Let's Venture, etc..

We have also been supported by tech giants such as Intel, Cisco, HP, Nokia, etc. to give impetus to our programs.

For further details, please visit <https://actionforindia.org/>

### **About the Role**

#### **Key Deliverables:**

1. Execute flawlessly on the strategy to build a network of social entrepreneurs who will scale rapidly over the next 5 years
2. Build a team that will provide exceptional consulting services to select social entrepreneurs as part of the SEAS program
3. Build and nurture a top-notch mentor network
4. Bring excellence to operations by building efficient processes and a high-performing team
5. Organize a world-class Annual Forum with participation of 500 delegates from India, USA, and the UK
6. Devise and deliver on a fundraising plan to attract USD 500,000 per year, across Foundation grants and Forum sponsorships
7. Generate service-based revenues to complement grants and sponsorships
8. Expand the AFI chapters to new geographical locations like Singapore, Dubai, and Canada over the next 2-3 years

#### **You'll excel in this role if you possess the following skills and attributes:**

- Passion for pursuing a career in the domain of social impact or entrepreneurship
- Demonstrated ability to scale an organization
- Prior experience of building, managing and growing a high-performance team
- Proven CXO level experience. Prior entrepreneurship experience is a plus.
- Effective and strong network building capabilities to establish relationships with the various stakeholders in the impact ecosystem
- Good understanding of the social entrepreneurship ecosystem in India
- Proven ability to thrive in ambiguity
- Experience in developing profitable strategies
- Prior experience in the impact sector
- Prior experience with accelerators / incubators

#### **How to Apply:**

Candidates who fulfil the eligibility criteria should email their resume and cover letter to [careers@actionforindia.org](mailto:careers@actionforindia.org)