

Position: Head of Operations
Location: Hyderabad, India
Experience: 4-7 years incl. SME support



The India Development Gateway (IDG) is an Intellectap incubation that aims to facilitate the flow of risk capital to social enterprises through an online exchange. The platform aims to overcome barriers currently limiting such investments with innovative concepts built using Web 2.0 technologies. By doing so, IDG aspires to bring much-needed breadth and scale to micro-equity investments and early stage funding transactions. The company aims to achieve this by radically extending the audience enabled to make such transactions from financial institutions to individual social investors.

The platform will initially focus on Indian investments and will be spun out as a for-profit enterprise in the near future, when it secures final funding. It is expected to go live in the first quarter of 2008.

Responsibilities

IDG is building a revolutionary system to radically reduce the transaction cost for small-ticket, social enterprise investments. We are thus working to find scalable ways to help social enterprises strengthen their business and presentation, whilst helping investors identify and invest in matches more easily. To do so we are building online systems for business plan upload, review, and rating, due diligence, online guides and knowledge aggregation.

The operations head will be responsible for identifying the appropriate tools and working with the technology team to implement them. The partially outsourced delivery for any enterprise-faced offline transactions, such as mentoring or negotiation, would also be her/his responsibility, as would efforts to integrate more services online and scale them. S/he would report to the IDG CEO and be expected to contribute to the growth and success of the dynamic team as a whole.

Specific Responsibilities include:

- Identify persistent areas of weakness in business models and their presentation
- Coordinate the development of online systems to help improve business plan quality at scale
- Establish systematic online and offline growth processes to review, rate, audit and support entrepreneurial ventures
- Work with technology partners to implement the new functionalities
- Build and Manage team as required
- Work with IDG team to make indiadevelopmentgateway.org more accessible for entrepreneurs

Qualifications

IDG seeks an individual with a strong (4-7 year) background in the small-cap investment and/or SME-focused consulting space, who is passionate about supporting social enterprises. A winning candidate would be able to show a successful history of identifying needs, building creative solutions and rolling out successful products. A deep interest in scalable models and technological innovation is a must, as is knowledge of financial analysis and management tools. Demonstrated leadership potential and a post-graduate degree from a top-tier business school are required.

Other Qualifications include:

- Very strong organizational skills and the ability to work and deliver projects and achieve targets independently, proactively and under pressure
- Excellent written and oral communication skills

Salary: Commensurate with experience - based on PPP.

Closing Date: Until filled. Please send cover letter with resume and salary history to jobs@intellectap.net with "IDG – Head of Operations" in the subject line.