

## Innovative Investment Platform for Social Enterprises Seeks CEO



**Position:** CEO, India Development Gateway

**Location:** Hyderabad, India

**Experience:** 10+ years incl. senior managerial responsibility

We are in search of an entrepreneur who is looking for a role that is out of the ordinary. A place to leverage all his/her business acumen, passion for technology and fervent desire to make a positive impact through enterprise-driven development.

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 information and trust asymmetries currently limiting such investments through innovative concepts built using Web 2.0 technologies. By doing so, it aspires to bring much-needed scale to micro-equity investments and early stage funding transactions. It aims to achieve this by radically extending the audience enabled to make such transactions from financial institutions to individual social investors.

The platform, which is set to launch in February 2008, will initially focus on investments in enterprises based in India. Following seed financial support by the Development Gateway Foundation, it will soon be spun out as a for-profit enterprise and is close to securing final funding. We are currently expanding our team of four based in Hyderabad, India, to include a CEO and team members with other specializations.

The CEO will be the public face of IDG who can attract investors and users, advocate the concept, and build relationships with a range of global partners. At the same time s/he will be expected to help in shaping the organisational structure, building the team and leading it through its growth phase, managing stakeholders and ensuring financial success.

While flexible in terms of seniority and age, we are looking for an entrepreneur who recognises the challenges that start-ups in developing countries face and is excited to find solutions. The ideal candidate would have a strong background in technology, preferably building online marketplaces, and a successful history in managing expanding enterprises. A deep knowledge of the venture capital process and strong ties to the investment community are also required.

Driven by the desire to find the most effective means to tackle social ills, the ideal candidate would share our belief that market based approaches can foster sustainable development. We seek an individual who has demonstrated this desire in the past and is excited to help grassroots innovators improve their business and access capital. Ideally, the candidate will have built a network of likeminded individuals and groups who are similarly interested in strengthening multiple bottom-line enterprises.

The candidate would be based in Hyderabad and travelling frequently. S/he would report to a newly-formed board, working in a supportive, intellectually curious and creatively minded environment. All employees are eligible for stock option based on seniority and position.

**Salary:** Commensurate with experience - based on PPP.

**Closing Date:** Until filled. Please send cover letter with resume and salary history to Executive Search, [jobs@intellectap.net](mailto:jobs@intellectap.net)