



**Position: Finance Specialist**

**Location: Guwahati**

**Reporting to: Director**

Innovative Change Collaborative Services Pvt. Ltd. (ICCSPL) is a value driven social consulting firm and also sister organisation of ICCo India ([www.iccoindia.org](http://www.iccoindia.org)) providing technical and knowledge support to individuals and organizations to ensure lasting social impact. Through our basket of services, we enable foundations, non-profits, corporations, governments, and social enterprises in India to achieve sustainable development in a just and dignified manner. To know more about it please visit [www.iccspl.com](http://www.iccspl.com)

**Assignment:**

Providing incubation and acceleration support to the Agri and allied enterprises under the Assam Agribusiness and Rural Transformation Project (APART) implemented by CIIE.CO, IIMA Incubator in partnership with ICCSPL. The project will support 100 enterprises in the Agri and Allied sector during the period of 4 years. Through the program, enterprises would be provided support (business, technical and assistance to finance) to scale their ventures and expand into their sectors. For more information please visit <https://aagl.ciee.co/>

**Key Responsibilities:**

- Building financial plan/modelling for Agri enterprises supported under the program and coach the respective entrepreneurs to implement the plan
- Identify and analyze the gaps for enterprises with respect to finance and handhold entrepreneurs individually to solve such gaps
- Analyse the existing DPRs of the selected enterprises to provide feedback on improvement or in case of new DPRs the candidate should be equipped to build a framework of such enterprises and connect them to relevant network for preparing such DPRs
- Map key financial instruments/schemes (equity, debt, govt schemes, subsidies, bank loans, etc) for the enterprises and recommend them as per the enterprise stage, industry and likeliness of funding
- Help enterprises to apply to above mentioned finance options and support in application process
- Develop a comprehensive finance support initiative as part of the program which can be implemented for enterprises on 1-1 basis as well as 1-many basis
- Identify key financial compliance gaps for enterprises which needs to be resolved to help enterprises scale.
- Identify key gaps in book-keeping process of the enterprises and recommend solutions to resolve such gaps
- Hold finance workshop to help entrepreneurs build skills with respect to financial book-keeping, compliances, etc.
- Be a point of contact for enterprises in the program and connect them to relevant program support team and network of any core challenges
- Conduct matchmaking sessions in order to enable contact between entrepreneurs and potential investors. These events could take the form enterprises B2B meetings, trainings, district level investors forums, facilitate meetings with financial institutions, investors and support enterprises with presentation and pitching.



### **Key Skills/Abilities:**

- The candidate should have knowledge about various central and state level schemes to support enterprises in the Agri and Allied space.
- Should have a good network in Assam to facilitate finance for enterprises through banks and other investors
- Excellent understanding of the SME finance ecosystem
- Should have worked with enterprises preferably in the Agri and Allied space to identify, review and analyse gaps and provide key solutions to solve such gaps
- Should be familiar with the equity investment space and worked on programs where support was provided to startups/enterprises for fund raising
- Ability to work with people collaboratively across all levels of an organization
- Candidate should be ready to travel in Assam for various program related support activities
- Candidates who have previously worked on government aided programs and were part of the lead team for such programs would be given preference
- Excellent networking and communication skills

### **Qualifications/Experience Required**

- Post Graduate Degree preferably in Finance or related field
- Experience in working closely with banks financial institutions, investors to provide finance support to SMEs, startups, etc.
- Minimum 7 years of experience in Agri-business Finance /business finance & related activities (not only agriculture finance, but broadly finance to enterprises in MSME sector, preferably in agriculture and allied sectors)
- Experience in Entrepreneurship Development.
- Excellent team building skills and ability to work in a geographically spread team
- We are an equal opportunity employer and value diversity at our organization.

**For more details regarding the position, refer to the job advertisement and contact: Ms. Sneha Srivastava, HR Manager: [ssrivastava@iccspl.com](mailto:ssrivastava@iccspl.com)**