

Manager – Rural Enterprise Support program

Organization: Bharatiya Vikas Trust (BVT)

Project Location: BVT - Manipal, Udupi, Karnataka and Regional field sites

Position Type: Full-time based out of BVT - Manipal

About the Organization & Context

Bharatiya Vikas Trust (BVT) is an open-source, not-for-profit organization based in Manipal. BVT strives to unlock the true potential of the most vulnerable communities particularly in rural areas through training and capacity building, knowledge sharing, and financial inclusion. The activities of the Trust are carried out through a resource centre established in Manipal. Direct operations of the Trust has spread all over Karnataka and in few other states of the country. With over 40 years of grassroots credibility and deep-rooted community trust, BVT is establishing an Agroecological Living Lab. This localized, end-user centric hub acts as a real-world, innovation and learning space. Rather than developing solutions in isolation, BVT aim to design, test, and adapt agroecological, Climate smart solutions that drive systemic transformation.

About the Role

The Enterprise Support Program seeks to enable farmers, women-led SHGs, rural youth, and FPO members to transition from producers to entrepreneurs through incubation, mentoring and market access. The Rural Enterprise Manager will lead the design and implementation of enterprise support program pathways.

Key Responsibilities

Enterprise Incubation

- Design and manage farmer incubation cohorts.
- Identify enterprise opportunities across:
 - Bio-inputs
 - Seed enterprises
 - Value addition
 - Service enterprises
 - Climate-resilient production systems

Enterprise Development

- Support entrepreneurs in business planning and enterprise validation.
- Facilitate access to technical expertise and mentoring.
- Develop enterprise readiness assessments.

Market & Finance Linkages

- Build partnerships with buyers, FPOs, producer companies, and market actors.
- Facilitate access to finance through banks, NABARD, and government schemes etc.
- Support market identification and commercialization.

SHG & FPO Engagement

- Work closely with women-led SHGs and farmer collectives.
- Strengthen local enterprise ecosystems.
- Support aggregation and value-chain development.

Learning & Documentation

- Document enterprise journeys and business models.
- Build replicable incubation frameworks.

Qualifications

- Master's degree in Marketing, Agribusiness, Rural Management, Entrepreneurship, Agriculture, or related disciplines.
- 5–8 years of experience in enterprise development, livelihoods, incubation, FPOs, or value-chain development.
- Understanding of rural markets and entrepreneurship ecosystems.