
Access to Sustainable Energy is fundamental to Sustainable Development. The challenge of energy access is daunting; over a billion people lack access to modern energy services. Our mission at Factor[e] is to be an *innovation factory* for market-based solutions to energy access. We search the globe for promising and disruptive technologies, carefully validate their potential, and then fund their early technology and business development. The end product is a rich pipeline of compelling, impactful social ventures able to attract follow-on investment, grow, and realize their potential. Factor[e]'s innovative model of venture development emphasizes a high level of engagement in a small number of ventures, each selected based on their fit into our investment theses in four key areas; access to productive-use electricity, waste to energy, energy in agriculture, and sustainable transport. We have a team of energy and start-up experts that have helped 100+ ventures launch and scale.

Factor[e] is partnering with Tata Trusts to launch an office in Pune, India to accomplish a set of ambitious objectives: (a) find innovative energy technology startups to invest in within India, (b) gain further understanding of the barriers to energy access within India to inform Factor[e]'s decision-making, (c) help our global portfolio of companies establish manufacturing operations in India when applicable, (d) catalyze impactful and scalable solutions to lack of energy access in India and beyond. Now we're looking for passionate, talented individuals to join our India team...

Position Description: Investment Manager
July 2016

Factor[e] Ventures is seeking an Investment Manager for its Pune, India office. The Investment Manager will find, vet, pitch, and manage investment opportunities for the Pune office. In order to do so, he/she will analyze a wide range of energy technology companies to assess functionality, efficiency, techno-economic viability, manufacturability, and life cycle sustainability of their products. He/she will also need a keen business sense in order to appraise the market viability and impact potential of both the products and business models of potential portfolio companies. Finally, the Investment Manager will use his/her skills and analysis to advise portfolio companies towards becoming successful and impactful companies in the Indian market and beyond.

Location: Pune, India with moderate travel

Management: This position reports to Factor[e]'s Director of India Operations.

Compensation: Salary will be commensurate with experience and competitive in the social venture industry.

Roles and Responsibilities:

Investment Process

- Maintains an up-to-date and highly-informed knowledge of Indian startups and energy-related innovations
- Carries out technical due diligence, including techno-economic analysis and life cycle assessment, to inform investment decisions
- Validates market and impact opportunity for products and business models of potential investment companies
- Works within the international Factor[e] Ventures investment team to assess the attractiveness of investment opportunities

- Champions potential investments by building a business case for the investment, pitching the opportunity to the team, and working in a very “hands on” relationship for the success of the portfolio company after investment
- Develops strong relationships and partnerships with the investment community in India
- Sources opportunities to fund ongoing operations for Factor[e] India

Portfolio Company Support

- Builds and maintains deep understanding of portfolio company technologies, market landscape, and business needs
- Advises in early product development, helping to identify and combat technology risks and match product specifications to customer needs
- Guides in business development and expansion, advising on target market selection and the appropriate business model to reach those customers
- Adds to and mobilizes Factor[e] Ventures’ network of resources to further advance portfolio companies
- Manages hands-on relationship with multiple portfolio companies

Required Qualifications:

- Advanced Business and/or Engineering Degree (Masters or higher)
- Ability to prioritize and complete multiple tasks efficiently, without sacrificing work quality
- Understanding of Indian market, including energy needs, socio-economic trends, supply chain and manufacturing landscape, and distribution networks
- Experience working with startups and seed funding
- Technical understanding of a variety of energy technologies
- Strong written and verbal English communication skills with working proficiency of Hindi (and preferably Marathi).
- “People person” personality, with the ability to build and maintain strong working relationships with a variety of stakeholders, including India staff, international staff, portfolio company executives, external partners, and other collaborators
- “Self-starter” work approach that doesn’t always wait to be told what to do
- Positive, encouraging, collaborative attitude
- Strong interest and alignment with Factor[e]’s mission to accelerate access to energy
- Proficiency in Microsoft Office programs (Word, Excel, PowerPoint, etc)

To Apply: Please submit your resume to talent@factoreventures.org with the subject line “Surname – India Investment Manager.” Please include a cover letter explaining your interest in the position and in joining the Factor[e] team.

Factor[e] Ventures does not discriminate on the basis of race, age, color, religion, origin or ancestry, sex, gender, disability, veteran status, genetic information, sexual orientation, gender identity or expression.

Factor[e] Ventures is committed to providing a safe and productive learning and living community. To achieve that goal, we may conduct background investigations for all final candidates being considered for employment. Background checks may include, but are not limited to, criminal history, national sex offender search and motor vehicle history.