

**Program Manager : District Entrepreneurship Mission,
West Godavari, AP**

10+ years of experience - Telugu + English

Role Location – Bhimavaram

Build the entrepreneurship engine of a district

What would it take to make a district a place where **more entrepreneurs start, survive, grow and create jobs with women at the centre of that growth?**

Global Alliance for Mass Entrepreneurship (GAME's) **District Entrepreneurship Mission (DEM)** is working to answer that question by bringing together government, financial institutions, market actors, entrepreneurs, women's collectives, civil-society organisations and implementation partners to build stronger local entrepreneurship ecosystems.

We are looking for a **District Lead to drive the District Entrepreneurship Mission who can make this happen on the ground.**

This is not a conventional programme management role. It is an opportunity for an **ecosystem builder and entrepreneurial operator** to bring together different actors, identify opportunities, solve problems and create measurable outcomes for entrepreneurs and communities.

The opportunity

DEM has been piloted in few states to demonstrate how a **district-level entrepreneurship ecosystem** can drive enterprise growth, women's economic empowerment, entrepreneurship growth and job creation.

The ambition is significant: to engage **entrepreneurs across identified districts, with at least 50% women**, while improving enterprise revenues and incomes, expanding access to finance, enabling technology and AI adoption, and creating jobs.

As District Lead (West Godavari District) you will be responsible for translating this ambition into **real outcomes in your district.**

You will have the autonomy to understand the local context, build the right coalition, shape priorities and work with partners to make things happen



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What will you do?

Build the district entrepreneurship ecosystem

- Develop a deep understanding of the district's entrepreneurs, institutions, sectors, opportunities and constraints.
- Bring together government, financial institutions, market actors, industry, entrepreneurs, women's collectives and civil-society organisations around a shared agenda.
- Build relationships and coalitions that can drive sustained local action.
- Help establish a clear district entrepreneurship vision and implementation priorities.

Make women's entrepreneurship central to the agenda

- Develop a strong understanding of women entrepreneurs, women's collectives and the barriers they face.
- Identify opportunities to increase women's participation, enterprise growth and access to digital market platforms, finance and technology.
- Work with partners to strengthen and scale solutions for women entrepreneurs.
- Ensure women's economic empowerment is embedded across the district strategy.

Drive solutions and partnerships

- Identify and prioritise solutions that can address the district's most important entrepreneurship challenges.
- Manage and influence implementation partners to deliver effectively.
- Work with financial institutions, markets and other ecosystem actors to improve access to finance and market opportunities.
- Test, learn, adapt and scale what works.

Build government ownership

- Develop trusted relationships with district and state government stakeholders.
- Understand government priorities and identify opportunities to align entrepreneurship initiatives with government systems and programmes.
- Convene stakeholders and influence action without relying on formal authority.
- Represent GAME and DEM credibly with senior government and institutional stakeholders.

Lead district execution

- Own district-level outcomes, milestones and execution.
- Lead a team of 1 to 3 District Coordinators, depending on district structure.
- Establish strong field routines and ensure timely follow-through.



- Use data and field intelligence to identify problems early and course-correct.
- Ensure resources are focused on the highest-impact opportunities.

Build knowledge and influence

- Track results and translate data and field learning into action.
- Contribute to the DEM playbook and learning agenda.
- Prepare strong presentations, reports and stakeholder communications.
- Represent DEM at district and state-level forums and convenings.

Who are we looking for?

We are looking for someone who **connects, executes and gets things done.**

You could come from social impact, entrepreneurship, development finance, a foundation or another environment where you have had to work across different stakeholders and turn an idea into action.

You will ideally bring:

- Strong understanding of **women's entrepreneurship, women's collectives and economic empowerment.**
- Prior experience working directly with the following is highly advantageous. –
 - Society for Elimination of Rural Poverty (SERP)/ DRDA, MEPMA.
 - DIC (District Industries Centre), local banks/NABARD
 - MSMEs/FPOs/FPCs through incubation/acceleration/Govt scheme programs
- Experience managing and influencing implementation partners.
- Strong programme execution and problem-solving ability.
- Experience engaging with government and senior institutional stakeholders.
- A highly entrepreneurial, field-oriented approach.
- Ability to influence without formal authority.
- Comfort with ambiguity and the ability to work independently.
- Strong outcome orientation - you care about what changes, not just what gets delivered.
- Strong written communication and reporting skills.
- Understanding of the social impact sector and inclusive economic growth.

You should be someone who can walk into a complex district ecosystem, understand what is missing, bring the right people together and get them moving.



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What makes this role exciting?

- Build a **district entrepreneurship ecosystem**, rather than manage a predefined programme.
- Work closely with senior government and ecosystem leaders.
- Influence opportunities for thousands of entrepreneurs, with women at the centre.
- Shape and test solutions that can potentially be scaled.
- Work across government, markets, finance, civil society and entrepreneurs.
- Help build a model of local economic development that can travel beyond individual districts.

Experience & qualifications

- **10+ years of relevant professional experience.**
- Experience in entrepreneurship, women's economic empowerment, ecosystem building, partnerships, development programmes or related fields.
- Government engagement experience strongly preferred.
- Postgraduate qualification preferred, but demonstrated experience and outcomes matter more than credentials.
- **Fluency in Telugu and strong English communication skills are essential.**
- Willingness to travel extensively across the West Godavari and nearby districts.
- Comfort with regular, hands-on field travel to rural mandals and village-level clusters across the district to interface directly with entrepreneurs on a need basis.

Reporting & team

The District Lead will work closely with GAME's Andhra Pradesh leadership and central team and will lead **1–3 District Coordinators**, depending on the district structure.

The role will also work closely with MEL, communications, subject-matter experts and implementation partners.

Please share your resume at - careers@massentrepreneurship.org



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