

Manager - Partnerships & Institutional Growth

Location: Sahajpur, Pune, Maharashtra (Travel Required)

Company: Mahaya Bio Organics Pvt. Ltd.

Apply: careers@mahaya.earth

About Mahaya

Mahaya Bio Organics is building decentralized village ecosystems that transform livestock waste into science-backed biological products (organic manure, liquid stimulants, bio-pots, etc.) while creating sustainable rural livelihoods.

Working with Gram Panchayats, Self Help Groups, research institutions and ecosystem partners, we are developing innovative products including enriched organic fertilizers, liquid bio-inputs and biodegradable bio-pots. Our mission is to regenerate soil, reduce waste and enable rural entrepreneurship through scalable circular economy models.

Mahaya is incubated by BAIF Development Research Foundation and works alongside ecosystem partners across research, implementation and commercialization.

About the Role

This is not a conventional sales role.

As one of Mahaya's early team members, you will help build long-term institutional partnerships with organizations working in agriculture, rural development and sustainability.

You will work closely with our founders, research partners and institutions such as BAIF, government departments, CSR organizations, KVKs, FPOs, cooperatives, nurseries and distributors to translate conversations into lasting partnerships.

You will have the opportunity to shape one of India's emerging regenerative agriculture companies from its earliest stages.

Key Responsibilities

Institutional Partnerships

- Build relationships with FPO's, government departments, CSR teams, NGOs and agricultural institutions.
- Coordinate ongoing activities with BAIF and other strategic partners.
- Identify opportunities for institutional collaborations.
- Support MoUs, dealership agreements and partnership documentation.

Business Development

- Develop institutional sales opportunities.
- Build dealer and distributor networks.
- Meet potential institutional customers.
- Generate qualified leads.
- Manage the institutional sales pipeline.

Market Development

- Present Mahaya's products and ecosystem model.
- Conduct product demonstrations where required.
- Represent Mahaya at exhibitions, conferences and industry events.
- Assist in launching new products and initiatives.

Project Coordination

- Coordinate between technical, operations and marketing teams.
- Follow up on action items from meetings.
- Prepare proposals, quotations and presentations.
- Maintain CRM records and partnership documentation.

Research & Strategy

- Track government schemes and funding opportunities.
- Monitor the agri-input market.
- Study competitor products and pricing.
- Support founders with strategic research.

Preferred Qualifications

Bachelor's degree in Agriculture, Rural Management, Business, Environmental Science or related field.

Preferred but not mandatory:

- MBA
- PGDM
- Rural Management
- Agribusiness

Experience

1–4 years in Business Development, Institutional Sales, CSR, Rural Development or Agribusiness.

Fresh graduates with exceptional communication skills and a strong interest in agriculture and sustainability are also encouraged to apply.

Skills

We are looking for someone who is:

- An excellent communicator
- Curious and willing to learn
- Comfortable meeting senior officials
- Organized and detail-oriented
- Confident in preparing presentations and proposals
- Able to travel across Maharashtra
- Comfortable speaking in English, Hindi and Marathi

Bonus if you have experience with:

- Government departments
- KVKs
- FPOs
- Cooperatives
- CSR projects
- Agri-inputs
- Organic farming
- Rural development

What Success Looks Like

Within the first six months, you will be expected to:

- Establish working relationships with Mahaya's institutional partners.
- Develop a pipeline of new institutional opportunities.
- Support the rollout of BAIF-Mahaya collaborations.
- Help onboard dealers and distribution partners.
- Contribute to expanding Mahaya's presence across Maharashtra.

Why Join Mahaya?

At Mahaya, you won't simply sell products. You'll help build systems that:

- Regenerate soil.
- Reduce agricultural waste.
- Create rural livelihoods.
- Enable village-level entrepreneurship.
- Bring science-backed biological products to market.

You'll work directly with the founders, contribute to strategic decisions and play a meaningful role in shaping a company from its earliest stages.