



Harvesting value from agricultural and forest waste

Role Title: Lead- Operations & Sales

Role Location: Bangalore/Delhi, India with travel to rural field locations

About Takachar

Takachar is an MIT spin-off that is focused on dramatically increasing the amount of waste biomass economically transformed into marketable products around the world. Takachar aims to do this by developing small-scale, low-cost, portable equipment that turn small pockets of biomass in remote areas into commercially viable products, such as solid fuel, fertilizer, or other chemical precursors. Takachar's target market is small-scale agriculture, where today post-harvest biomass is often simply burned in the open-air, creating air pollution while netting no value. Its process can be a profitable way to make economic use of this biomass, providing more value to farmers while reducing air pollution. Through our work, it is estimated by the Swedish Energy Agency and Mission Innovation, that global greenhouse gas emissions would be reduced by approximately 141.7 million tonnes CO₂e per annum by 2030.

Who are we looking for?

We are looking for someone with an interest in operations & sales, technology based hardware innovation, and social impact. The candidate would own the creation of the sales and operation function. We seek someone:

1. Who is hands-on in approach, and willing to get their hands dirty in the field with the Takachar team to design and execute pilots, and post pilot operations.
2. Who is a hustler, and can establish partnerships and close sales deals for the company.
3. Who will tag team with product development and technology functions to devise and implement go-to-market strategies to deliver the best customer experience.
4. Who has the ability to work in uncertain situations, as they often are with start-ups.
5. Who has a strong motivation to fight climate change and bring about social change among underserved communities.
6. Who has prior experience with managing supply chains and commodity-like products (useful but not required).
7. Who has the ability to speak Tamil and/or Kannada (useful but not required).

For more information, please reach out to Vidyut Mohan at vidyut@takachar.com.