

GLOBAL PARTNERSHIPS

Position: Vice President, Enterprise Development
Location: Seattle, WA
Reports to: Chief Investment Officer

With the mission of expanding opportunity for people living in poverty, Global Partnerships (GP) identifies, invests in, and supports innovative poverty alleviation solutions in Latin America. An estimated 140 million people live on less than \$2 a day throughout the region, and more than 44% live below their country's national poverty line. Through investing socially motivated capital to support the growth of microfinance, GP helps create jobs and expand income for people living in poverty throughout this underserved region. GP supports the expansion of microfinance by investing capital and management expertise in microfinance institutions (MFIs), which in turn make financial and social services available to those they serve.

Founded in 1994, GP is a rapidly growing nonprofit organization with a team of 20 employees and offices in Seattle, Washington, and Managua, Nicaragua. GP has \$48 million in socially motivated capital invested in 27 MFI partners in seven Latin America countries reaching 850,000 microcredit borrowers and impacting 3.8 million lives.

A new position for GP, the VP, Enterprise Development will work with the CEO, CIO, Social Investment Team, MFI partners, and key industry participants to identify, develop, and pioneer initiatives that help the MFI partners leverage their distribution platforms with high impact, sustainable services beyond microcredit. The initial focus will be on health services and rural agriculture. All initiatives will be aimed at creating clear impact in the lives of people living in poverty, improving financial sustainability, and enhancing the competitive advantage for the MFI.

When developing new initiatives, this position will create business models that address the sustainability of programs, drawing on a broad range of revenue opportunities and efficient cost structures. This individual will also be expected to assess and present the likely social impact and economic sustainability of the different potential initiatives.

Subsequently, the VP, Enterprise Development will work with MFI partners to develop pilot plans, including simple tools to measure social impact and sustainability, and produce timely progress reports. To ensure excellence and timely completion, the VP, Enterprise Development will structure development initiatives to manage project teams and measure the project success.

Additionally, this position will be expected to assist in the development and management of strategic partnerships with outside organizations that are needed to research, develop, and assess new opportunities. As such, a high degree of professionalism with and understanding of these organizations is essential. An ability to communicate mutual program participation will be required for this position. The VP, Enterprise Development will also contribute to the development of philanthropic and social investment funding sources.

This position will require significant travel to program sites throughout Latin America. Initial program development will be based in Nicaragua.

Qualifications:

- Minimum 5+ years direct experience developing and managing sustainable international development programs, ideally in Latin America
- Development experience in the areas of microfinance, social enterprise, and/or health services

- Understanding of and experience building sustainable value chains
- Proven ability to develop innovative, integrated solutions to complex economic and/or social challenges
- Proven ability to lead teams across multiple disciplines and organizations
- Proven ability to direct, deliver quality strategic, market, and financial analysis
- Proven ability to prioritize and manage multiple tasks in a fast-paced work environment
- Strong quantitative and qualitative analytical skills
- Full fluency (written and spoken) in English and Spanish
- Excellent verbal and written communication skills
- Strong computer skills including Microsoft Office products
- Bachelors degree required; graduate degree preferred
- Passion for GP's mission and commitment to GP's values of respect, collaboration, integrity, and professional excellence

Compensation: Competitive salary with comprehensive benefits package

Global Partnerships is an Equal Opportunity Employer and all qualified candidates are encouraged to apply. Applications will be reviewed immediately and the recruitment will remain open until the position is filled. To apply please send a cover letter and resume to: globalpartnerships@waldronhr.com or to:

Waldron & Company
Attn: Jillian Corbett
1100 Olive Way, Suite 1800
Seattle, WA 98101