Senior Associate

Job Description

www.Ennovent.com

Ennovent is seeking a detail-oriented Associate to support the execution of Ennovent's services.

Organization Profile

Ennovent is a business innovations catalyst for sustainability. We believe sustainable solutions for low-income markets can create long-term business value. We partner with the private, public and third sectors to take novel business ideas to these markets in developing countries. Since 2008, Ennovent has accelerated over 130 innovations in 30 countries through 40 projects.

As a young, evolving for-profit enterprise Ennovent's core strength is our team – a talented and self-motivated group of professionals with strong backgrounds in fields such as impact investment management, low-income markets, international development, business operations, entrepreneurship and the environment.

Ennovent operates as a completely virtual organisation with team members working exclusively from home-based environments around the world. Our culture is dynamic; we are highly responsive to new ideas and initiatives that could advance our organisational aspirations, while also fostering a positive impact on low-income markets in developing countries. We promote a sense innovation, business ethics and professionalism in all our operations.

For further details about Ennovent: www.ennovent.com

Job Profile

Title	Senior Associate – Finance
Job Objective	To support the execution of Ennovent's services.
Position Type	Full-time
Compensation	A compensation package commensurate with experience and the organization's compensation structure.
Start Date	As soon as possible
Location	Anywhere in India
Reporting Relationship	Senior Manager – Execution

Position Description

Ennovent is focused on accelerating innovations that have a positive impact on low-income markets in developing countries.

The Senior Associate will be a core member of Ennovent's execution team working under the Senior Manager – Execution to support the organization's delivery of the projects. In addition, the Senior Associate will be responsible for supporting the Impact Investment Holding, Ennovent's impact fund.

The specific responsibilities related to the Senior Associate will include, but not be limited to:

- Lead and support the execution of client contracts in coordination with the relevant execution team members and clients.
- Support and where required lead all stages of the investment process for the Impact Investment Holding with a specific focus on portfolio monitoring, business plan and model analysis, and documentation/agreements.
- Cultivate high-yield relationships with clients, potential clients and other key stakeholders to ensure quality contract delivery.
- Contribute to the strategic development and operational management of the execution unit in coordination with relevant team members.
- Support the execution of client contracts for other Ennovent units, as required.
- Maintain and track industry trends and knowledge on topics related to Ennovent's activities.
- Support internal innovation processes including executing experiments and incorporating learnings.
- Contribute to the overall strategic and operational development of Ennovent as required.

Qualifications

We are seeking a detail-oriented professional with a clear understanding and experience in finance and project management. The successful candidate will have the following attributes:

- An advanced degree in business; an MBA or Finance and accounting knowledge is preferred.
- 4+ years of professional experience; background working with BOP-focused startups and early-stage entrepreneurs is required.
- Significant experience in startup investment, preferably early-stage, focused on BOP markets in developing countries is required.
- An understanding of the processes, tools and systems required to develop business models for low-income markets.
- Successful track record of executing complex, multi-stakeholder projects to exceed client and partner expectations.
- A clear track record of success with relationship cultivation.
- Network of relevant connections in the social impact, entrepreneurship, BOP space to facilitate sales and partnerships.
- A diligent, detail-oriented and in-depth approach to work and delivering results.
- Strong analytical and research skills in a financial context.
- Proven problem solving skills and responsiveness to business insights as they arise.
- An entrepreneurial mindset and the ability to work with independence, ambiguity and flexibility to ensure targets and outcomes are reached.
- Exceptional verbal communications skills in both English and Hindi.
- A clear motivation to work in a startup culture focused on having a positive impact at the bottom of the pyramid.
- Commitment to Ennovent's overall mission and core values.

Compensation

Ennovent offers a salary package in line with a structured compensation plan and commensurate with experience to all employees. This will be a full-time home-based role in India. The Associate will be required to travel within India; the position may require travel to other regions as needed.

To Apply

Please apply with detailed **resume** and **cover letter** expressing your interest in this position and relevant past experiences to Suman Biswas, Senior Associate – Operations at career@ennovent.com