

Country Director – Bhutan

Job Description

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Ennovent is seeking a detail-oriented professional to lead the development and execution of Ennovent’s services in Bhutan.

Organization Profile

Ennovent catalyzes businesses with sustainable solutions. We believe business solutions for low-income markets can create profits and sustainable impact. We partner with the private, public and third sector to take novel business ideas to these markets in developing countries.

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	Country Director – Bhutan
Job Objective	To manage and support the strategy, and execution of Ennovent’s services in Bhutan.
Position Type	Full-time
Job-Level	Mid-Senior Level
Compensation	A compensation package commensurate with experience and the organization’s compensation structure.
Start Date	As soon as possible
Location	Anywhere in Bhutan
Reporting Relationship	Managing Director

Position Description

Ennovent is seeking to scale up its services in Bhutan. Working closely with the global and regional team the Country Director will build on existing networks, leads, and partners and explore new opportunities and partners to develop and execute projects in Bhutan which will be followed by the establishment of the necessary processes, systems and structures on the ground for regional operations.

The specific responsibilities related to the Country Director will include, but not be limited to:

- Identify potential niche business opportunities related to Ennovent’s core expertise in Bhutan.
- Lead sales and business development activities in Bhutan according to stated targets, with the support of the regional and global team.
- Generate revenues out of identified Bhutan markets that can be executed from the Bhutan operations with local partners.

- Lead and support the execution of secured projects, in Bhutan and other regions in collaboration with the relevant execution team members and clients.
- Generate key partnership and stakeholder contacts to enable the growth of Ennovent's activities in Bhutan.
- Support the establishment of the necessary systems, processes, to support growing operations in Bhutan, in partnership with global counterparts.
- Support the management of all temporary and permanent human resources to ensure effective client services and staff satisfaction
- Support the establishment and management of financial systems to ensure the short-term and long-term viability of the country's operations
- Support collaboration between relevant global units to ensure effective client delivery and overall organisational objectives.
- Support the adherence with all regulatory, tax and statutory compliance as defined by the country of operation.
- Contribute to the development and establishment of new service offerings in line with global strategies and offerings.
- Manage junior staff members providing relevant coaching, results-oriented leadership to foster strong career path management and growth.
- Maintain and track industry trends and knowledge on topics related to Ennovent's activities.
- Support internal innovation processes including executing experiments and incorporating learnings.
- Support Ennovent's activities and projects globally by providing expertise in business model development, startup strategy and execution, and entrepreneurship.
- Contribute to the overall strategic and operational development of Ennovent as required.

Qualifications

The Country Director is an entrepreneurial manager with sales and business development experience focused on the establishment and management of Ennovent's activities in Bhutan.

The Country Director should possess:

- An advanced degree in business; an MBA is preferred.
- 6+ years of experience in a sales or business development role with at least 1 year in a management role candidates previously holding entrepreneurial positions will be preferred.
- Significant experience advising and developing startups, 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.
- Strategic thinking, reasoning and planning abilities.
- 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.
- 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.
- Ability to analyze relevant alternatives and create a rational recommendation to support business decision-making.
- An ability to communicate with polish, tact and diplomacy in English both written and verbal.
- The proven ability to work with independence, ambiguity and flexibility to ensure targets and outcomes are reached.
- 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; this will be a sales oriented position with a strong variable component. This will be a full-time home-based role in Bhutan. The Country Director will be required to travel within Bhutan; 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