



**Job Announcement:** WaterCredit Advisor, US  
WaterCredit Advisory Services

**Announcement Date:** January 2014

**Closing Date:** Open until Filled

### **About Water.org**

Nearly 1 billion people – about one in nine – lack access to clean water. More than twice that many, 2.5 billion people, do not have access to a toilet. These are the people Water.org serves. We are a global nonprofit dedicated to solving the water crisis – in our lifetime. Founded by Gary White and Matt Damon, Water.org pioneers innovative, community-driven and market-based initiatives to ensure all people have access to safe water and sanitation; giving women hope, children health and communities a future. To date, Water.org has positively transformed the lives of over 1.7 million individuals living around the world; ensuring a better life for generations ahead. You can learn more at [www.water.org](http://www.water.org).

### **About WaterCredit**

WaterCredit is Water.org's single largest initiative. WaterCredit puts microfinance tools to work in the water and sanitation sector by providing funding and technical assistance to financial institutions (FIs) to facilitate the development and launch of water and sanitation loan products. More information is available at [www.watercredit.org](http://www.watercredit.org).

### **About WaterCredit Advisory Services**

WaterCredit Advisory Services (WCAS) is an initiative of Water.org that supports financial institutions' (FIs) ability to offer household water and sanitation financial products, with the goal of accelerating the expansion of access to water and sanitation globally. WCAS aids in the development of these products, building the capacity of FIs through a combination of technical assistance and other non-financial support. WCAS seeks to build relationships with a broad range of financial institutions, (microfinance institutions, commercial banks, remittance services, etc.) and non-financial institutions (utilities, product manufacturers) to inform, and possibly to collaborate with, in order to reach Water.org's objectives.

### **Position Description**

Water.org is expanding its WaterCredit Advisory Services (WCAS) initiative. We seek a highly-skilled and highly motivated WaterCredit Advisor to work with the Senior Manager of WaterCredit Advisory Services, overseas-based WaterCredit Advisors, the Water.org international offices and the International Programs team. This full-time position can be based in Kansas City, MO (headquarters), or San Francisco (satellite office), with travel to areas where WCAS operates. The position will report to the Senior Manager, WaterCredit Advisory Services and will serve as part of the International Programs team.

The primary purpose of this position is to prepare and deliver on-site and remote technical assistance and advisory services to financial institutions participating in the WCAS initiative. This includes conducting and contributing to due diligence, technical assistance and training to potential collaborating entities, and recommending and cooperating with other third-party consultants to support water and sanitation financial product development. Success in this position requires strength in financial product development, diagnosing and addressing FI operational challenges and working effectively with FIs as a consultant. Strength in diagnosing appropriate water and sanitation challenges and appropriate solutions according to the regional and local

environments is also a useful asset. It is expected that the position will require a significant amount of dedicated time to provide on-site support to target entities.

## **Key Responsibilities**

### WCAS Expansion and FI Endorsement

- Contribute to market assessments to determine viability of WaterCredit in additional geographies
- Identify potential collaborating financial institutions and potentially appropriate and relevant water and sanitation financial products and technologies
- Solicit, track and evaluate new applications and proposals from FIs
- Conduct due diligence and endorse FIs as eligible for WCAS
- Design technical assistance packages in partnership with endorsed FIs
- Provide support to WCAS programs and endorsed entities

### FI Water and Sanitation Finance Capacity Building

- Lead delivery of water and sanitation capacity building to portfolio of endorsed WCAS FIs
- Train FI staff in fundamental water and sanitation financial product development activities including: water and sanitation basics, market research, product design, product piloting, product marketing
- Support hiring of local contractors, review scopes of work and consultant proposals
- Manage FI relationships and capacity building with face-to-face time at FIs as required

### FI and Program Monitoring

- Monitor FI progress through product development process and via key portfolio metrics
- Track and manage WCAS engagement expenditures and technical assistance efforts to budgets for portfolio FIs
- Provide regular reporting to WCAS Manager and/or funders as directed

### Represent Water.org and Coordinate Relationships

- Network and facilitate FI relationships with local water and sanitation organizations including utilities, NGOs, government agencies, etc.
- Represent Water.org and WCAS to senior-level partners and broad external audiences.
- Increase awareness of water and sanitation issues and Water.org in new geographies and amongst new collaborating entities
- Keep abreast of local and international microfinance, product development and water and sanitation issues, and serve as a knowledge base for Water.org

## **Qualifications**

- Demonstrated record of outstanding academic and career achievement
- Familiarity with economics/finance (especially microfinance), development preferred
- Background in water/sanitation preferred
- Strong project management skills preferred
- Excellent verbal and written communications, management, leadership, teamwork, networking, budgeting, and problem solving skills
- Computer literacy, including MS Office packages

- Ability to self-direct and set and achieve objectives with little day-to-day oversight
- Demonstrated comfort and success in fluid and entrepreneurial environments
- Critical thinking, creativity, good judgment, initiative, attention to detail, and professionalism

## **Requirements**

- At least five years of relevant experience with microfinance institutions and/or water and sanitation organizations
- Experience reporting to and working with institutional donors in the international development arena, particularly with respect to water/sanitation and microfinance
- Knowledge of foreign languages highly desired
- Experience preferred in areas where Water.org currently operates
- BA in a related field required
- Relevant Master's degree, other graduate qualification or equivalent experience preferred
- Must be willing to travel up to 40%
- US citizenship or an H1-B work visa required

## **Salary/Benefits**

This position offers full-time benefits, including medical/dental insurance, life insurance, and a retirement program. Salary will be based on education and experience, and will coincide with similar nonprofit organizations in international development.

## **Application Information**

Please send a copy of your CV and a cover letter to [positions@water.org](mailto:positions@water.org), noting "U.S. WaterCredit Advisor," at the title of your message. Applications will be reviewed as they are received. Please do not contact us about the status of your application.

Water.org is an equal opportunity employer. We do not discriminate on the basis of age, ethnicity, gender, nationality, religious belief, or sexual orientation.

**Thank you for your interest in Water.org!**