



## **Position Announcement**

**Position title:** WaterCredit Advisor  
**Category:** Contractor - six months, with possibility to extend or transition to full-time staff  
**Reports:** Senior Manager, WaterCredit Advisory Services  
**Location:** Lima, Peru  
**Start Date:** October 1<sup>st</sup>, 2013

## **Introduction**

Nearly one billion people – about one in nine– lack access to clean water. More than twice that many, 2.5 billion people, don't 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 more than a 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.) to inform, and possibly to collaborate with, in order to reach Water.org's objectives.

## **Position Summary**

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. This position is fundamental to the expansion of water and sanitation microfinance to new countries, FIs, water and sanitation organizations (WASH NGOs), and communities. Success in this position requires strength in financial product development, diagnosing and addressing FI operational challenges and working effectively with FIs as a consultant. It is expected that the position will require significant amount of dedicated time to provide on-site support to target entities for periods of 4-12 weeks at a time.

This position will report to the Senior Manager of WaterCredit Advisory Services. This person will also work closely with the global International Programs team based in the United States and the South America Regional Representative. The WaterCredit Advisor will be expected to represent Water.org and WCAS to senior-level partners and broad external audiences.

### **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 WC and 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
- Assist global WaterCredit and International Programs teams with current WaterCredit programs
- Track and manage WCAS program 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.



- 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**

- BA in a related field required
- Relevant Master's degree, other graduate qualification or equivalent experience preferred
- Minimum of 3-5 years of experience working directly with FIs, particularly in areas of credit, operations and/or product development, **or**
- 3-5 years of experience in the water and sanitation sector
- Work or travel experience in more than one Latin American country desired
- Ability to travel up to 50% of the time
- Fluent or advanced in English and Spanish (written and spoken)
- Demonstrated comfort and success in fluid and entrepreneurial environments
- Exceptional organizational skills, intense attention to details, resourcefulness, and ability to multi-task and adjust to changing priorities
- Must be self-directed and able to set and achieve objectives with little day-to-day oversight
- Must be proficient in Microsoft Office, Outlook, Word, Excel, and PowerPoint
- A passion for learning more about and supporting the Water.org mission
- Must have legal Peruvian citizenship or work status

### **Application Information**

Interested candidates may send a copy of their CV and a cover letter indicating their interest in the position to [positions@water.org](mailto:positions@water.org), noting "WaterCredit Advisor/S. America" as the title/subject of your message. Applications will be reviewed as they are received. Please do not attempt to contact Water.org 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.

**For more information on Water.org, please visit [www.water.org](http://www.water.org) and [www.watercredit.org](http://www.watercredit.org).**