



Job Announcement:

**Senior Manager, WaterCredit
Advisory Services**

Announcement Date:

February 2013

Closing Date:

Open until Filled

About Water.org

Nearly one billion people – about one in eight – 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 over one million individuals living around the world; ensuring a better life for generations ahead. You can learn more at www.water.org.

About WaterCredit

WaterCredit is Water.org's single largest initiative. It focuses on connecting with the microfinance sector and engaging with microfinance institutions (MFIs) to catalyze and leverage access to finance to meet the water and sanitation needs of poor clients worldwide. WaterCredit continues to grow and scale with respect to MFI partners, portfolio and geography. Water.org seeks additional ways to harness WaterCredit and promote financial innovation for the water and sanitation sector.

Position Description

The primary role of the Senior Manager, WaterCredit Advisory Services will be to lead the development, execution and expansion of WaterCredit Advisory Services as part of the overall WaterCredit initiative. This includes the recently-developed WaterCredit Lite offering, through which MFIs are provided lighter-touch technical assistance and capacity building support, and additional avenues of MFI engagement. Over time, WaterCredit Advisory services may evolve into a separate department through which the Water.org team provides a variety of consulting and advisory services to financial institutions, development banks, utilities, and other stakeholders focused on financing water and sanitation solutions in the developing world.

This position will also liaise regularly with other Water.org departments focused on innovation. It requires a combination of management experience, both of staff and of third parties, as well as a clear track record of program execution and implementation and significant hands-on microfinance expertise. The ideal candidate will have a flexible approach to WaterCredit evolution over time and will be able to operate seamlessly across sectors, stakeholders, ideas and opportunities.

The Senior Manager, WaterCredit Advisory Services will be a member of Water.org's International Programs team. The position can be based in Kansas City or a major US city, with strong preference for the San Francisco Bay Area or Washington DC, and will report to the Director of International Programs based in Kansas City. The position requires travel to areas of WaterCredit operations and expansion potential. Travel in certain phases is expected to be significant.

Major responsibilities include:

- Leadership of the WaterCredit Lite offering, including forging and launch of MFI engagements, deployment of WaterCredit Lite services and ongoing relationship management
- Supervision of WaterCredit Advisors, who will be primarily responsible for execution of WaterCredit Lite engagements via both in-country and remote technical assistance
- During initial growth phases and as required, serve as a WaterCredit Advisor in order to ensure successful expansion of WaterCredit Lite
- Development, structuring and promotion of a broader WaterCredit Advisory Services and consulting platform, which will focus on additional financial innovations
- Expansion of WaterCredit Lite, including identification of and outreach to additional MFIs and microfinance networks for engagement
- Development and provision of WaterCredit Lite training sessions and materials, including “training of trainers” both within and beyond the Water.org network
- Support of the International Programs team, including all global WaterCredit program activities
- Collaborate with global Learning Platforms team, including all WaterCredit Lite collateral, documents, convenings and other media (e.g. website)
- Support development of overall WaterCredit strategy and annual plans as they relate to new channels for WaterCredit expansion, and monitor progress toward WaterCredit objectives
- Support the evolution of WaterCredit and its adjacencies, such as utilities finance and water and sanitation value chain creation
- Liaise with, and contribute meaningfully to, other Water.org initiatives including new product development, capital and financial innovation, global Water.org learning platforms and network engagement
- Advise a range of departments and colleagues at Water.org regarding funding opportunities, proposals and new initiative development
- Speak and represent Water.org internally and externally at conferences, workshops, and other convenings to bolster WaterCredit communications strategy and visibility globally

This is an illustrative outline of essential functions and expectations. Other duties may be required or requested for effective job performance.

Requirements and Qualifications

- Minimum 10-15 years of relevant work experience
- Minimum 5-7 years successful experience working in the international finance/microfinance sector, particularly in bringing new products to market, expanding into new lending areas, and structuring new partnerships
- Experience actively managing global teams, including remote positions in the developing world, in fast-paced and rapidly changing environments
- Significant consulting experience, program management and knowledge of water/sanitation sector strongly preferred
- Meaningful experience and exposure to living, working and transacting with local institutions (particularly financial institutions) in the developing world
- Experience working in small, large and growing organizations, with different budget models and types of investments
- Excellent verbal and written communications, leadership, budgeting and forecasting skills

- Critical thinking, creativity, good judgment, proactive self-starter, humility, flexibility, attention to detail and professionalism
- MBA, MPP, PhD or relevant Master's degree required
- Knowledge of foreign languages (particularly Spanish) preferred
- Must be willing to travel on average 25%, and during certain phases up to 80%
- 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 non-profit organizations in international development.

Application Information

Please send a copy of your CV and a cover letter to positions@water.org, noting "Senior Manager, WaterCredit Advisory Services Position" 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!