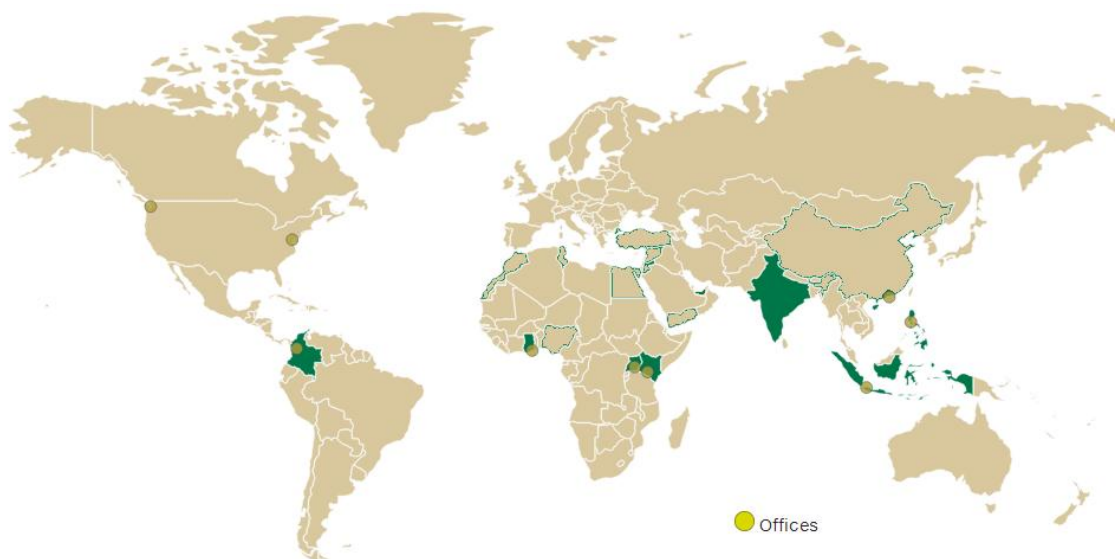


GRAMEEN FOUNDATION FELLOWSHIPS

2014 Placements



<p>Business Development & Strategy</p>	<ul style="list-style-type: none"> • Business Development and Strategy for Grameen-Jameel in Dubai, UAE • Business Development and Strategy for mHealth expansion in Uganda • Business Development and Sales for TaroWorks in Africa • Business Development and Commercial Analysis for Mobile Solutions in Uganda • Business Development and Project Management in Uganda • Business Operations and Enterprise Technology Strategy
<p>Marketing, Outreach, & Thought Leadership</p>	<ul style="list-style-type: none"> • Marketing, Outreach and Thought Leadership Fellow for TaroWorks • Marketing, Outreach and Thought Leadership Fellow for Financial Services • Marketing, Outreach and Thought Leadership Fellow for MOTECH
<p>Financial Analyst</p>	<ul style="list-style-type: none"> • Capital Markets Financial Analyst for Latin America Impact Investing • Capital Markets Financial Analyst for Asia Impact Investing • Capital Markets Financial Analyst for Sub-Saharan Africa Impact Investing
<p>Specialty Placements</p>	<ul style="list-style-type: none"> • Data Analyst for TaroWorks in Kenya • Data Analyst for Social Performance Measurement and PPI in Colombia • Data Analyst for Poverty Tools and Insights • Product Support and Customer Relations for Taroworks and PPI • Software Developer for TaroWorks in Kenya • Human-Centered Design Specialist in Uganda/ Ghana • Systems Thinking Expert for mHealth and Business

BUSINESS DEVELOPMENT AND STRATEGY PLACEMENTS

General Description: Responsibilities may include developing and rolling out a new strategy or testing and building product demand in new markets. Highly qualified applicants will have experience in business, consulting and/or project management.

If you wish to be considered for these roles, check the “Business Development and Strategy” box on your Fellowship Application submission form. Strong candidates will also highlight in their written application how their skills and experience fit these descriptions.

[Business Development and Strategy for Grameen-Jameel in Dubai, UAE](#)

Youth unemployment in the Middle East and North Africa (MENA) region exceeds that of any other region in the world. Grameen-Jameel has been keen on developing youth-friendly interventions that would address the critical needs in the region. This can be an ambitious capacity building program, encourage youth to save, or provide youth with the technical know-how and financing to start and lead their own businesses to success. Grameen-Jameel is looking for a young energetic candidate to join the team for a 12 months period to lead and manage the piloting of the youth program in one of Grameen-Jameel’s countries within the MENA region.

Additional Skills and Qualifications

- Understanding of youth unemployment
- Understanding of microfinance (hands-on experience will be a definite plus)
- Arabic speaker is a plus, but not required

[Business Development and Strategy for mHealth expansion in Uganda](#)

The fellow will be tasked with supporting strategy on the expansion of our mHealth offering called TAMA through sub-Saharan Africa. Through our partnership with Johnson & Johnson, Grameen Foundation will adapt and replicate a suite of mHealth services through at least eight countries in Africa. The Fellow will play a leading role in developing the strategy for market entry and product development.

Additional Skills and Qualifications

- Management consulting experience is a plus
- Knowledge and experience in health is a plus

[Business Development and Sales for TaroWorks in Africa](#)

The fellow will lead TaroWorks’ sales, marketing and business development efforts for the Sub-Saharan Africa region. The fellow will meet with potential TaroWorks customers to understand their pain points and needs around data, provide inputs to develop a business model for offering TaroWorks, tailor marketing materials to the local market, and represent Grameen Foundation and TaroWorks at local events related to the product.

Additional Skills and Qualifications

- Advanced sales, marketing, and business development experience
- Basic knowledge of Salesforce is a plus

Business Development and Commercial Analyst for Mobile Solutions in Uganda/ Ghana

This fellow will support both the strategy and tactics for determining the commercial viability of several of Grameen Foundation's tech initiatives, such as the Community Knowledge Worker program, MOTech, and the E-Warehouse. Applying a range of business and finance skills, the fellow will analyze current business models, as well as product and service pricing, and work closely with the VP of Information Services to steer recommendations.

Additional Skills and Qualifications

- Strong finance and strategy background
- Management consulting experience preferred but not required
- Pre- or post-MBA preferred but not required
- Spanish proficiency preferred but not required

Business Development and Project Management in Uganda

As a member of the Bankers without Borders® team, this fellow will provide program management support to all skill-based volunteer projects within Grameen Foundation's Kampala office and serving local social enterprises as well as business development within the region. Additionally, the fellow will support global initiatives such as the Open Innovation Platform.

Additional Skills and Qualifications

- Client relationship management skills
- Excellent project management skills
- Good presentation skills

Business Operations and Enterprise Technology Strategy

This fellow will drive strategic IT projects related to improving Grameen Foundation's back-office business processes and systems. Working closely with the Chief Technology Officer and Chief Operations Officer, this will include developing a deep understanding of user and organizational needs, vetting emerging technologies, and developing a phased project plan. The ultimate goal from this initiative is for Grameen Foundation users and stakeholders to have the ability to access all necessary information and collaborate with colleagues in a seamless and consistent way across the globe.

Additional Skills and Qualifications

- Experience using curiosity to gather data
- Analytical skills to uncover findings from data
- Tech savvy and familiar/knowledgeable with cloud-based systems
- Entrepreneurial, self-starter

MARKETING, OUTREACH, & THOUGHT LEADERSHIP PLACEMENTS

General Description: Responsibilities may include supporting marketing efforts by creating collateral, organizing events, and increasing thought leadership engagements. Highly qualified applicants will have strong writing, great presentation skills and marketing experience.

If you wish to be considered for these roles, check the “Marketing, Outreach, and Thought Leadership” box on your Fellowship Application submission form. Strong candidates will also highlight in their written application how their skills and experience fit these descriptions.

Marketing, Outreach and Content Curation for TaroWorks

TaroWorks is quickly becoming the go-to tool used by social enterprises for data collection and analysis, enabling them to having greater understanding of their customer and transparency in their operations, no matter how remote they are. As they continue to build their suite of mobile technology tools for the last mile and expand into new markets, this fellow will create and execute the marketing and communications strategy, from establishing a solid social media to curating content for thought leadership initiatives across the industry.

Additional Skills and Qualifications

- Social media experience
- High fluency in English required, Fluency in Spanish is a plus but not required

Marketing, Outreach and Content Curation for Financial Services

The fellow will lead several important design and communications efforts for Grameen Foundation's mobile financial services efforts in Uganda and globally. The fellow will contribute to top notch, highly professional messaging and communications materials (powerpoint decks, blogs, graphics, etc) for a range of audiences, and will bring a user-design sensibility to the process. The fellow will also be an excellent written communicator, and will have the opportunity to write and publish blog posts on Grameen Foundation's work.

Additional Skills and Qualifications

- Excellent with powerpoint deck preparation and graphics
- Extremely strong writing skills
- Strong verbal communications skills

Marketing, Outreach and Content Curation for Mobile Innovations Team

The fellow will support the Mobile Innovations Team by designing and creating marketing MOTECH materials, content, and mini-case studies to support the director and Program Manager in telling the MOTECH story by explaining the features/functionality of the technology and highlighting current implementations. The fellow will to create a toolkit of template narratives and pieces for the MOTECH team to leverage for conferences, brown-bag presentations and conferences.

Additional Skills and Qualifications

- Excellent PowerPoint preparation and graphics skills

- Ability to create one-pagers, internal messaging guides, and visually appealing handouts
- Skilled in making visual infographics and short videos
- Good at website editing
- Previous experience in the health industry is a plus, but not required

FINANCIAL ANALYST PLACEMENTS

General Description: Responsibilities may include increasing deal flow by leading transactions within the respective regions or support financial operations of social enterprises, particularly via the financial modeling and investor outreach. Highly qualified applicants will have an MBA or Master's degree in Economics, Finance, or similar field, with at least five years of relevant work experience, or at least three years of experience in the financial sector.

If you wish to be considered for these roles, check the “Financial Analysis/ Impact Investing” box on your Fellowship Application submission form. Strong candidates will also highlight in their written application how their skills and experience fit these descriptions.

Impact Investing In Latin America, Asia , and Sub-Saharan Africa

The Capital Markets team seeks to enhance regional presence to support deal placement in three key regions; Latin America , Asia, and Sub-Saharan Africa. As a small team, there is often greater demand for our financing than our investment analysts can adequately cover. Each of the three Fellows will increase deal flow by leading transactions in their respective regions thereby furthering our mission to deliver capital to social enterprises working with the poor.

Fellows will be expected to execute 2-3 transactions during the year. The transactions will be a mix of Growth Guarantees and Pioneer Fund placements, depending on the needs of the region. They will help to position Grameen Foundation as a leading early-stage impact investor in their respective regions, helping to build pipeline and further Grameen Foundation's overall mission. They will participate in portfolio monitoring activities for existing clients, enhancing analysis of the local markets based on their experience on the ground, and serving as relationship manager where appropriate.

Additional Skills and Qualifications

- Five or more years work experience in related fields with at least three years in financial sector, with an emphasis on debt finance/debt structuring
- While this experience is targeted to mid-career professionals, there may be outstanding candidates with fewer years experience, who have the appropriate business acumen and leadership potential
- Experience in financial analysis and modeling
- Microfinance sector; banking or finance experience in emerging markets a plus
- Demonstrated negotiation skills
- Ability to act as a representative of GF to the public
- Excellent communication skills: ability to effectively communicate, through speaking and writing, to internal and external audience; must have fluency in English
- For placement in Latin America, Spanish fluency is required

SPECIALTY PLACEMENTS

General Description: Teams and client organizations may require specialized skills and areas of knowledge for their fellowships. These opportunities are listed in this section.

If you wish to be considered for any these roles, keep track of the role name and list it on your Fellowship Application submission form where it asks for “Specialty Placements”. Strong candidates will also highlight in their written application how their skills and experience fit these descriptions.

Data Analyst for Social Performance Measurement And PPI™ in Colombia

The SPMC team has been looking in the last two years to use their MFI clients’ PPI data to make country or regional PPI reports. This year, a data analysis fellow will do just that! The fellow will perform high level data analysis on poverty outreach and, if possible, compare and cross PPI data with other client level data. Once the analysis is completed, the fellow will write a final report that will serve as a point of reference for organizations using the PPI across Latin America and the Caribbean. The fellow will also present the results in conferences or panels and plan and execute trainings on the report’s findings.

Skills and Qualifications

- High level statistical and data analysis experience
- Fluency in Spanish required

Data and Business Analyst for TaroWorks in Kenya

This fellow would lead the development of a data analytic service offering for the TaroWorks initiative. The fellow would conduct both data analytic consulting engagements and also help productize this offering so it can be easily repeated and implemented by less experienced staff.

Skills and Qualifications

- Specific experience with data analytics-- specifically looking and analyzing different businesses and helping to define management and operational metrics and dashboards.
- Fluency in English

Data Analyst and Business Intelligence for Poverty Tools and Insights

This fellow will play a lead role in providing rigorous analysis of customer and aggregated PPI data and driving forward a more holistic M&E agenda within the Poverty Tools and Insights group. SPMC has a critical focus in FY15 and beyond on deeper analytical work with organizations using the PPI, and demonstrating the value of aggregated poverty measurement data. This person will be responsible for effectively communicating to various stakeholders the value of PPI data to drive fully informed decisions to optimize the business and social impact of social enterprises, and to derive trends and learnings that can be applied across the organization.

Skills and Qualifications

- Expertise in statistical analysis methods
- Experience with large datasets.

- An advanced degree with work experience in statistics/quantitative data analysis, modeling techniques, and how to turn this information into business intelligence.

Product Support and Customer Relations for Taroworks And PPI™

Working directly in support of social enterprise and microfinance customers using TaroWorks and the Progress out of Poverty Index (PPI), this fellow will provide to high quality product support, training and account management. The fellow will gain an intimate knowledge of TaroWork and PPI products which will lead to user-friendly troubleshooting for clients. This knowledge of the common problems clients experience with the products will enable the fellow to provide technical assistance and information to members of the sales and marketing teams or other relevant departments concerning the product.

Skills and Qualifications

- Very good level of technical proficiency
- Experience with Salesforce is a plus
- High fluency in English is required

Software Developer for Taroworks In Kenya

TaroWorks is quickly becoming the go-to tool used by social enterprises for data collection and analysis, enabling them to having greater understanding of their customer and transparency in their operations, no matter how remote they are. As they continue to build their suite of mobile technology tools for the last mile and expand into new markets, this fellow would be an integral part of our software development team, working on both our Salesforce and Android platforms. The fellow will work under the stewardship of our Senior Technical Lead in Nairobi, Kenya.

Skills and Qualifications

- Software developer-- specifically Java developer experience
- Mobile Development experience, preferably Android
- Experience building web applications using (HTML/CSS; JavaScript for rich client side UIs using backbone.js framework)
- Experience integrating systems via REST and SOAP APIs
- Experience with source control using Git

Human-Centered Design Specialist for Mobile Solutions in Uganda/ Ghana

Grameen Foundation wants to deepen their in-house expertise in Human-Centered Design (HCD) and to develop and implement a corporate-wide approach to using HCD approaches in the design and deliver of mobile solutions to reduce poverty. They are looking for a fellow who has HCD expertise to assess our current HCD approach and build on it to develop the 'GF way' of human-centered design.

Skills and Qualifications

- Experience with Human-Centered Design (HCD) or User Experience (UX) or similar customer focused design processes

Systems Thinking Expert for mHealth and mAgriculture

This fellow will train and develop internal capacity to incorporate Systems Thinking into our analysis of health and agriculture systems in developing countries to determine where the nodes of influence are in those systems and to measure the impact of our work as a result of targeting those nodes.

Skills and Qualifications

- o Deep theoretical knowledge and practical application of Systems Thinking in business and/or public health.

ABOUT THE HOST TEAMS

Grameen Foundation

Grameen Foundation is a global nonprofit organization that helps the world's poorest people achieve their full potential by providing access to essential financial services and information on health and agriculture that can transform their lives. Founded in 1997, it delivers solutions that respond to the needs of the poor, as well as tools that help poverty-focused organizations become more effective. It focuses on initiatives that can achieve widespread impact and uses an open-source approach that makes it easy for other organizations to adopt them broadly. The Human-Centered Design Specialist is planned to be placed in Kampala, Uganda.

TaroWorks®

TaroWorks™, a product of Grameen Foundation is a suite of mobile technology tools primarily designed for use by field staff working in remote areas. It is built on the Salesforce platform and accessed in the field via Android devices. Its modular design is fully optimized around specific field management and analytics needs. Our customers use our technology to help them better understand their operations, validate their business model, monitor and measure their impact. TaroWorks™ vision is to transform the last-mile sector into one in which the use of real-time data to inform experimentation, iteration and decision making is the standard way that mission-driven enterprises operate.

Social Performance Measurement and the PPI™

The team at the Grameen Foundation Social Performance Management Center (SPMC) is trying to solve a problem fundamental to poverty alleviation: how to accurately measure who is reaching the poor and to what extent. The Progress out of Poverty Index® (PPI®) is the necessary first step toward addressing those questions. An easy-to-use tool, it enables microfinance institutions (MFIs) to obtain consistent, measurable and reliable data, as well as giving them the ability to use the results to improve their services to the poor. The PPI is currently the industry-standard poverty measurement tool used by MFIs globally. Because the fellow will be placed in Colombia, fluency in Spanish is required.

Mobile Solutions (including mHealth and mAgriculture)

Since 2003, Grameen Foundation has been designing and delivering mobile solutions that address the critical needs of the poor. Mobile phones reach more than 4 billion people in the developing world, making mobile the most promising, cost-

effective channel for ensuring that poor and rural populations have financial services. GF designs next-generation mobile money products, develops applications and software, and builds networks that enable community-based shops and distributors to serve as banking agents. They work with government agencies, the private sector, and civil society to develop mobile health and agriculture solutions to improve health and economic outcomes for the poor. Through our solutions, beneficiaries can learn when and where to access care, healthcare providers can learn how to manage their caseloads more effectively, and ministries of health can access more reliable data from providers. By combining mobile technology solutions with a methodology for leveraging local change agents, they are able to catalyze behavior change that leads to sustainable improvements in the economic lives of the poor.

Capital Markets (Impact Investing)

The Capital Markets team at Grameen Foundation finances social enterprises and innovative microfinance institutions that seek to improve livelihoods in the “last mile” — those rural or difficult-to-reach markets that often include the poorest people. To serve these remote areas, Grameen Foundation manages three investment programs that link social businesses to sources of capital traditionally beyond their reach in Sub-Saharan Africa, Asia and Latin America. The Pioneer Fund improves livelihoods of the rural poor by providing early-stage capital to the innovative social enterprises that serve them through debt and equity financing. The Growth Guarantee program spearheaded a movement to unlock local currency financing for microfinance institutions (MFIs) by linking them to local sources of capital, generating over \$200 million in local currency financing in 12 countries to date. The Fairtrade Access Fund tackles the unmet demand for financing from smallholder farmers in developing countries. A unique international collaboration among Grameen Foundation, Incofin Investment Management, and Fairtrade International, this alliance draws on each partner’s expertise to offer agricultural producers the capital they need to grow their businesses.

MOTECH

MOTECH Suite, supported by the Bill and Melinda Gates foundation, is a set of complementary open source technologies, from a consortium of partners, that can serve the core needs of mHealth, mobile health, programming. The core consortium members are Grameen Foundation and Dimagi. Grameen Foundation develops the MOTECH platform and Dimagi develops CommCare. MOTECH platform is a extensible system that enables organizations to reach, communicate, and track clients while integrating with desired external systems. CommCare is a phone application that enables organizations to collect and send information to handheld devices.