



I-DEV SUMMER ASSOCIATE (SAN FRANCISCO)

POSITION: Summer Associate (2)

FOCUS: Impact Investing, SME Financial Advisory, Social Enterprise Consulting, BoP Business Development & Corporate Strategy

DATES: Late May – August 2016

LOCATION: San Francisco, CA

ABOUT I-DEV INTERNATIONAL:

I-DEV International (www.idevinternational.com) is a global management strategy and financial advisory firm with offices in San Francisco (Global Headquarters), Peru (LatAm Regional Headquarters) and Kenya (African Regional Headquarters). Via its Insight & Strategy Group and its Investment Advisory Group, I-DEV helps to grow and finance competitive, businesses and industries in emerging markets worldwide. Over the past 7 years, I-DEV has become known as “one of the most innovative and exciting organizations in the impact investing and social enterprise sectors” and “a unique combination of grassroots development, hard-nosed business and savvy 2.0 smarts.” I-DEV has built and engages with a network of clients and partners, including 80+ impact & emerging markets investors, Fortune 500 companies, leading foundations and development organizations. I-DEV has also worked in 40+ countries across Latin America, Africa and Asia to support more than 250 high impact SMEs to scale and access growth capital.

I-DEV specializes in the following emerging markets-focused services:

Insight & Strategy Group:

- Management and growth strategy consulting for local SMEs and social enterprises
- Portfolio company performance improvement and turnaround consulting for impact investors
- Impact strategy consulting for global corporations
- Supply chain and distribution channel strategy consulting for corporations, SMEs & social enterprises
- BoP market analysis and market penetration strategy

Investment Advisory Group:

- Sell-side investment structuring & sourcing for SMEs and social enterprises in emerging markets
- Buy-side pipeline development, investment sourcing, due diligence and structuring for emerging markets & impact investment funds

THE SUMMER ASSOCIATE PROGRAM:

I-DEV’s Summer Associate Program is designed to give young professionals, MBAs and other graduate students with traditional business experience exposure to emerging markets business and finance, impact investing, social entrepreneurship and BoP innovation. Summer Associates will receive approximately three months of immersion training into I-DEV’s unique business-based development approach, which focuses on addressing the financing gap at the “missing middle”, building market-based BoP businesses, sustainable economic development and development financing.

I-DEV is looking for 2 Summer Associates for its offices in San Francisco for 2016.

POSITION DESCRIPTION AND RESPONSIBILITIES:

Summer Associates in I-DEV’s office in San Francisco will have a unique opportunity to work directly with I-DEV’s senior management. In 2016, I-DEV is looking to fill two associate positions:

- **Thought Leadership & Communications (TL&C) Associate:** This Summer Associate will focus on building I-DEV’s brand and expertise in priority sectors, including clean technology, sustainable agriculture, mobile technology and apparel in emerging markets. Role includes building relationships with media partners, and providing recommendations on short and medium-term strategic objectives, as well as regular coordination with Africa and LatAm teams to build content including industry briefs on sector trends, and further developing I-DEV’s global communications strategy and processes.
- **Corporate Partnerships Associate:** This Summer Associate will support I-DEV to develop and implement partnership relationships with companies, particularly in Silicon Valley and in core priority sectors, including clean technology, sustainable agriculture, mobile technology and apparel. Relationship development will focus on identifying company needs and interests in emerging markets, and with impact-related programs. This role will include supporting I-DEV to develop unique content for the Social Capital Markets (SOCAP) Conference in



September/October 2016, and other related events, and providing short and medium-term recommendations on corporate partnership strategic priorities. This Summer Associate will also receive a free pass to SOCAP, based on successful management of conference event planning.

BOTH Summer Associates may also be asked to support local teams in Africa and Latin America on **Insight & Strategy Group** and **Financial Advisory Group** projects and proposals. Examples of previous work out of the San Francisco office include:

- Developing and coordinating panels and workshops at the Corporate Impact Initiative at SOCAP
- Developing a partnership around SME lending with Kiva
- Capital raise pitch decks and investor meetings
- Building new client relationships and strategic partnerships with global corporations including GAP, Levis, Google, Salesforce and others
- Participating in incubator/accelerator events to advise social enterprises on operational and financial strategy

Summer Associates may also have opportunities to travel for relevant business development initiatives, projects and client meetings.

SELECTION CRITERIA:

Successful candidates will have:

- An MBA or similar Masters degree
- Significant prior working experience in strategy/consulting, marketing, corporate social responsibility and/or corporate operations
- Strong understanding of business in emerging markets, corporate supply chains, international development and social enterprise, a plus
- Previous experience in corporate expansion into emerging markets or lean communications strategy, a plus

The interview process will test candidates on critical thinking, out-of-the-box thinking, business skills, and general fit with I-DEV's culture and philosophy of creating long-term socio-economic and environmental impact through strategic partnership development and cross-sector collaborations. All candidates should be self-starters who are comfortable in a fast-paced, entrepreneurial environment and be independent, out-of-the-box thinkers who are also comfortable representing I-DEV International and its mission in a professional setting (as there will be significant client exposure).

COMPENSATION:

The Summer Associate position is unpaid, however, most graduate schools have funding programs for summer positions at socially responsible entities. I-DEV is happy to provide documentation to universities that offer financial support as needed. All work-related travel expenses will be covered by I-DEV.

HOW TO APPLY:

Send a cover letter and resume with Subject Title "**Summer Associate 2016 (San Francisco)**" to careers@idevinternational.com specifying your interest in the **TL&C (Thought Leadership & Communications)** or **Corporate Partnerships** role(s).

Note: Candidates applying for more than one position are kindly asked to state their office location preferences in the e-mail subject title.

The rolling application process begins effective immediately.