



I-DEV INTERNATIONAL LATIN AMERICA DIRECTOR

POSITION: Latin America Director

FOCUS: Emerging Markets Venture Capital, SME Strategy & Financial Advisory

START DATE: Immediately

LOCATION: Lima, Peru to Start

ABOUT I-DEV INTERNATIONAL

I-DEV International (www.idevinternational.com) is a global strategy and investment advisory firm headquartered out of San Francisco (USA) with regional offices in Latin America (Lima, Peru) and Africa (Nairobi, Kenya). I-DEV is committed to unlocking the unique insights, innovation and investment needed to build and scale high-growth, high-impact businesses around the world. By helping to build leading businesses and a stronger private sector in the emerging markets where we operate, we are creating jobs, bolstering local economies, and reducing stressors that drive conflict. I-DEV has worked in across most industries, however, our core areas of expertise include Technology and Mobile Commerce, Clean Energy/Clean Tech, Agriculture and Agri-Processing, Retail and Fast Moving Consumer Goods, and Textiles and Apparel.

Founded in 2009, I-DEV has become known as “a unique combination of grassroots development, hard-nosed business and savvy 2.0 smarts”. We have built a network of clients and partners that includes 200+ emerging market and impact investment funds (with over \$10 billion in combined committed capital), Fortune 500 corporations, high impact SMEs, and leading foundations and development organizations.

I-DEV LATIN AMERICA SAMPLE ENGAGEMENTS

I-DEV currently operates two core business units, our Insight & Strategy Group and our Investment Advisory Group. Projects across these groups include:

INSIGHT & STRATEGY

- Strategy and concept development of Secondary Benefits Programs, a new model that offers tiered benefits to smallholder producers along apparel and raw inputs supply chains, such as alpaca and organic cotton. Global supply chain and sourcing strategy for a leading European supplier of exotic fruits & vegetables that utilizes CSR and fair trade funds to strengthen supply chains and impact for their smallholder farmers
- Pilot implementation of home solar products in the Peruvian Amazon
- Research and development of the LATAM Digital report, which highlights key technology and digital commerce investment and startup trends across Latin America

INVESTMENT ADVISORY

- Due diligence and investment strategy for Conservation International to support early stage conservation enterprises in the Peruvian rainforest and prepare them for investment
- Due diligence and investment strategy support to the Global Alliance for Clean Cookstoves on clean cookstove and eco-fuel investments
- Capital raise for a growth stage medical logistics company seeking to expand globally



POSITION DESCRIPTION & RESPONSIBILITIES

As an I-DEV Partner and Latin America Director, you will:

- Work with I-DEV's global Senior Partners and local team to develop and execute I-DEV's Latin America strategy
- Lead business development and revenue generation across the region, including Peru, Colombia, Mexico
- Lead, mentor and manage the Latin America office and team, across Insight & Strategy and Investment Advisory Groups, including guiding KPI performance, training, coaching and management of the Latin America Team in day-to-day operations
- Ensure effective management and successful execution of client projects and engagements
- Work with the C-suite management or existing and potential clients to improve operations, develop growth strategies and lead financial advisory transactions

QUALIFICATIONS & SELECTION CRITERIA

At I-DEV, we seek to hire and train the next emerging markets and global leaders focused on high-growth, high-impact business solutions, and to share critical insights developed through our work. Our Latin America Director and Partner will be tasked with guiding this vision, and setting an example for the regional team to follow.

Core qualifications for Position:

- A minimum 10 years of experience in management strategy consulting with a leading global or regional firm
- A minimum of 6 years working in relevant sectors in Latin America e.g. clean energy, supply chains, sustainable agriculture, mobile technology/m/e-commerce
- Significant previous experience and track record as a business, division or program manager
- Extensive experience leading teams in complex, analytical finance and/or business functions
- Strong local and regional network with the ability to generate significant new business and revenues; and track record for developing strategy and driving revenue growth in past roles
- Extremely effective communicator across a range of audiences
- Fluent in English AND Spanish (working knowledge of Portuguese a plus)
- Willing to travel up to 30% of the time

You may be a perfect fit, if these also describe you...

- Track record of experience with working in a fast-moving environment with cross functional and multi-cultural teams
- Experienced working with a range of stakeholders (including DFIs, multinational corporations, public sector and start-ups)
- Described by colleagues as an out-of-the-box thinker, innovator, or thought leader
- Comfortable in an entrepreneurial, unstructured environment



COMPENSATION & BENEFITS

Salary, commission, performance-based bonus and benefits package is competitive and in-line with local consulting sector in Lima, Peru.

HOW TO APPLY

Candidates should send their resume and a message to careers@idevinternational.com with Subject Title: **“Latin America Director.”** Referrals from an I-DEV contact or candidates with significant experience at a leading international firm will be prioritized. Please make sure your message includes:

1. How you learned about the opportunity and I-DEV? If you were referred by someone, who and why? In what capacity have you worked with this person in the past?
2. What are 2-3 relevant and interesting initiatives, programs, investments or sector trends that you are most excited about? Why are you excited and what do you believe could be the long-term potential? This question is designed to help us understand what you are excited about, so go ahead and be creative and specific with your answer (Max. 200 words)

Also feel free to include samples of work or other evidence of qualifications.