



D-37/1 Block-3, Clifton, Karachi, Pakistan

JOB ANNOUNCEMENT SUMMER ASSOCIATE PROGRAM 2008 - PAKISTAN

Acumen Fund is a non-profit global venture capital fund founded in 2001 to address the issue of global poverty by filling a niche between traditional capital markets and grant-based philanthropy and investing in innovative enterprises that bring critical goods and services to low-income markets. Acumen Fund seeks to prove that small amounts of philanthropic capital, combined with large doses of business acumen, can build thriving enterprises that serve vast numbers of the poor. Operating like a venture capital firm, Acumen Fund adheres to a disciplined and rigorous process for identifying and investing in extraordinary for-profit and non-profit companies that use innovative market based models to deliver Health, Housing, Water and Energy services to low-income markets. Acumen Fund has successfully impacted over 10 million lives so far, through over \$20 million invested in South Asia and Africa. Its country offices in Pakistan, India and Kenya work closely with the New York team to identify and support local social enterprises.

Acumen Fund has been investing in Pakistan since 2002 and established a local affiliate in 2006, incorporated under Section 42 of the Companies Ordinance 1984. It currently has over \$6 million in committed investments in Pakistan and an additional \$4 million in pipeline investments currently in various stages of due diligence. Acumen Fund's on-ground presence in Pakistan enables it to better identify investment opportunities and provide management support to investees, while successfully leveraging local resources and talent. The office is staffed with a full time team of professionals with prior backgrounds in social enterprise, corporate and investment banking, and business and strategy consulting. The Pakistan team is supported by Acumen's global portfolio team as well as business and development professionals in Pakistan who provide investment management advice through the year.

Position Overview

- **Position Title:** Summer Associate – Pakistan
- **Number of Positions:** Up to six
- **Duration:** June 9 – August 15, 2008
- **Location:** Karachi and Lahore

General Position Description

Acumen Fund Pakistan seeks to hire up to six individuals for its 2008 Summer Associate Program, starting in June 2008. During the tenure of the 10 week program, the summer associates will be integral members of the Acumen portfolio team, working in one of the four portfolio areas – Health, Housing, Water or Energy - to develop the Fund's investment pipeline in Pakistan or to provide management and technical assistance for existing investments.

Responsibilities will include:

- Conducting market and industry analyses through secondary data analysis, and field based primary research.
- Analyzing financial and revenue dynamics of a prospective investment and building detailed financial models to project future financial streams.
- Developing operational models and business development strategies for prospective investments.
- Rigorously analyzing investment risks and devising mitigation strategies.
- Authoring business plans and/or investment memorandum and presenting to senior Acumen Fund management.
- Proposing investment structures (loans, equity, other) for Acumen Fund in high-potential enterprises.
- Compiling a final report, to be submitted at the end of the placement.

Examples of past summer projects:

- Business feasibility and financial valuation of low-income housing development project in Karachi
- Design of a housing finance product for low-income markets based on market research, regulatory requirements and standard banking and microfinance practices
- Market analysis and business feasibility of enterprise using desalination to provide clean drinking water to rural communities in Sindh
- In-depth industry study of irrigation sector in Punjab

Qualifications

Candidates for the summer associate role should have a strong entrepreneurial spirit, excellent analytical skills and a commitment to solving the toughest problems of poverty. Strong candidates will have a blend of private sector and non-profit experience and particular strengths in diagnosing and resolving complex organizational and financial problems. They will have very strong organizational skills and an ability to manage and deliver projects independently and proactively in a fast-paced work environment. They will also have the entrepreneurial drive to take an idea and turn it into a high-quality finished product through assertive risk-taking and innovation.

Additional qualifications

- Recent graduate or candidate for a graduate degree
- Very strong financial and business analysis skills as demonstrated by prior experience.
- Excellent written and oral communication skills; ability to present arguments and analysis in a clear and succinct manner to Acumen Fund management, partners and investees.
- Excellent interpersonal skills; ability to work well in a team and successfully interact with corporate and non-profit partners as well as end low-income clients in the field.
- Fluency in English and Urdu. Knowledge of other Pakistani languages a plus.
- Commitment to accuracy, attention to detail and follow-through.
- Commitment to and enthusiasm for Acumen Fund's mission and business model, and respect for the organization's core values: equity, fairness, diversity, voice, participation, knowledge, creativity, humility and respect.

Application deadline

April 15, 2008

To Apply

Send a cover letter and resume to Noor Ullah, Portfolio Associate at snoorullah@acumenfund.org. Please send the cover letter and resume as separate attachments, including the title "Pakistan Summer Associate Application" in the subject line. In your cover letter, be sure to highlight aspects of your background that are relevant for this position, including both professional and volunteer experiences, and why you are interested in working with Acumen Fund.