



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

JOB ANNOUNCEMENT BUSINESS DEVELOPMENT MANAGER - 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 \$3 million in approved 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.

General Position Description

The Pakistan Business Development Manager will play a senior role within the Acumen Pakistan office in Karachi, working closely with the Pakistan Country Director to develop and manage Acumen Fund's fundraising, community building, knowledge-sharing and talent management activities in Pakistan. The Business Development Manager will also work with other members of Acumen Fund's global business development, portfolio strategies and talent teams to position Acumen Fund to maximize outreach in the community and support the portfolio teams in building pipeline. The Business Development Manager will report to the Country Director.

Specific responsibilities include:

Fundraising and Community-Building

- Build strategic alliances within the country to help meet Acumen Fund objectives.
- Lead fundraising and communication activities to strengthen Acumen Fund objectives in Pakistan.
- Engage with individuals and commercial, academic and regulatory institutions to build and sustain key partnerships
- Identify fundraising champions who may assist Acumen Fund achieve its fundraising targets
- Engage with key business and development forums in Pakistan to highlight Acumen Fund's work and to build mutually beneficial partnerships
- Plan and manage quarterly and annual events and community building activities, with specific emphasis on Acumen Fund senior management visits to Pakistan
- Actively use media to promote Acumen Fund in Pakistan
- Build relationships with key media advisors who may assist Acumen Fund
- Support the Portfolio team to identify and build pipeline channels through networking
- Manage the fundraising process end to end, while enforcing risk management controls
- Work with the Country Director, Knowledge and Communications Consultant and Portfolio team to
 - Build relationships with local and international academic and development institutions and individuals
 - Share learnings from the experiences of Acumen Fund Fellows placed in Pakistan
 - Represent and project Acumen Fund at relevant conferences and workshops
- Manage Talent and the Acumen Fund Fellows Program

- Support Country Director in establishing and managing Acumen Fund Pakistan Advisory Council and arranging semi-annual meetings
- Proactively engage in talent cultivation for Acumen Fund, identify talent pipeline sources and initiate relationships)
- Manage the Acumen Fund Fellows Program for Pakistan and support global talent team in recruiting and managing Fellows cohorts
- Establish and manage corporate volunteer programs with key partners, to provide Acumen Fund investees with effective resources
- Support Country Director and Portfolio team to build pro bono external resource bench from individual and institutional relationships

Qualifications

Candidates for the Pakistan Business Development Manager role should have a passionate commitment to solving the toughest problems of poverty, strong entrepreneurial spirit, and excellent communications and networking skills. Strong candidates will have a blend of private sector and non-profit experience and particular strengths in fundraising, community-building, report-writing and being able to articulate ideas and projects coherently and effectively. 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.

Additionally they will have the following attributes:

- Advanced degree in Business, Communications, International Development or a related field.
- 7 plus years experience in business development/strategy, communications, fundraising, or related areas in a development or private sector organization. Individuals with background in fundraising and/or corporate communications strongly encouraged to apply.
- Very strong communications and skills as demonstrated by prior experience. Understanding of Pakistani markets and development issues a plus.
- 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.

Compensation

Acumen Fund offers a competitive compensation package, commensurate with experience.

Location

Karachi, Pakistan

Deadline

April 15, 2008

To Apply

Send a cover letter and resume to Misbah Naqvi at mnaqvi@acumenfund.org, with "Application for Business Development Manager Pakistan" in the subject line.