

## **Pakistan Portfolio Manager**

Acumen Fund is a global non-profit venture capital fund, focused on supporting the delivery of critical services – water, health, housing, energy – at affordable prices to the four billion people earning less than four dollars a day in India, Pakistan, and East Africa. 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. Acumen Fund has successfully impacted over 10 million lives so far, through over \$30 million invested in South Asia and Africa. Its country offices in India, Pakistan and Kenya work closely with the New York team to identify and support local social enterprises. Through our investments we address problems of poverty using market based approaches, demonstrating that there is a role for patient capital, intensive management assistance, and knowledge sharing at the base of the pyramid.

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 \$7.7 million in approved investments in Pakistan and an additional \$7 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. [www.acumenfund.org](http://www.acumenfund.org)

### **Position Description**

The Pakistan Portfolio Manager will play a senior role within Acumen Fund Pakistan office, working closely with the Pakistan Country Director to develop and manage Acumen Fund's investment portfolio in Pakistan. The Pakistan Portfolio Manager will also work with other members of Acumen Fund's global portfolio team to identify, analyze and structure prospective investments as well as play a leadership role in ongoing management and technical assistance for existing investments in Pakistan. Additionally, the Portfolio Manager will also play a key role in business development, working with the Country Director to develop and manage key partnerships in the country, as well as attracting Talent towards Acumen Fund and our investees. The Portfolio Manager will report to the Pakistan Country Director.

Specific responsibilities include:

### **Portfolio Development and Management**

- Manage overall investment pipeline development to ensure that year-end targets for the Pakistan country office are achieved.
- Identify and lead due diligence on companies with proven or promising approaches to delivering health, agricultural solutions, water, housing and alternative energy to low-income markets in Pakistan
- Analyze and propose appropriate investment structures and vehicles to consider in making individual investments.
- Prepare and present detailed investment documentation (investment memos, term-sheets) for Acumen Fund's portfolio team, Acumen Fund's Investment Committee, and the Acumen Fund Board of Directors
- Manage existing investments – lead investment reviews and provide/facilitate strategic management support to help investees achieve their business targets and objectives.
- Manage the overall investment management process in Pakistan, working with relationship managers to achieve their investment management objectives.

### Other

- Working with the Pakistan Country Director to build and manage strategic alliances within the country to help meet Acumen Fund objectives, as well strengthening engagement with advisors, partners and other key supporters.
- Playing a lead role in cultivating Talent for Acumen Pakistan and our investments.
- Working with Knowledge team to build-out the Knowledge and Communications Function in Pakistan.
- Participating in fundraising and communication activities to strengthen Acumen Fund objectives in Pakistan.

### Qualifications

Candidates for the Pakistan Portfolio Manager role should have a passionate commitment to solving the toughest problems of poverty, strong entrepreneurial spirit, and excellent finance, analytical and management skills. 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 as well as manage other members of the Acumen Pakistan team. 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, Finance, International Development or a related field.
- 8-10 plus years experience in finance, banking, business development/strategy or related areas for private sector organization. **Individuals with background in private equity/venture capital strongly encouraged to apply.**
- Experience in building, managing and motivating teams.
- Very strong financial and business analysis skills as demonstrated by prior experience. Understanding of Pakistani financial markets and regulatory environment 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 manage relationships with investees as well as external bench of partners and advisors.
- 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

### To Apply

Send a cover letter and resume to [portfolio\\_jobs@acumenfund.org](mailto:portfolio_jobs@acumenfund.org). Please include the job title "Pakistan Portfolio Manager" in the subject line.