

Senior Portfolio Fellow

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. www.acumenfund.org

Since 2001, Acumen Fund has functioned under a philanthropic capital model, raising donations to fund investments in enterprises that deliver health, water, housing or energy to the poor. In 2008, we launched an invested capital fund that will operate side by side with our philanthropic fund, making investments in enterprises that support the poor.

Position Description

The Senior Portfolio Fellow will report to the Chief Investment Officer and will focus his or her attention on:

- **Assessing Investment Opportunities:** The Senior Portfolio Fellow will work very closely with the Portfolio leadership team and individual portfolio team members to consult with them on assessing investment opportunities from Acumen Fund's global pipeline that are suitable for investment by Acumen Fund. Acumen has a Global Portfolio Team with a combination of development, consulting and finance backgrounds, and we seek significant social impact and financial returns for each investment. The Senior Portfolio Fellow will work side by side with the team to help us achieve best practices used in commercial investing, with deep dives into specific investment opportunities as warranted.
- **Transaction Execution:** Acumen engages in a variety of cross-border and structured financial transactions in its investment activities which requires a high degree of professionalism and timeliness in execution. The Senior Portfolio Fellow will work with the portfolio and legal teams to improve the quality of our investment execution while training all team members, particularly associates, in different trade offs in legal and commercial structuring of equity, debt and hybrid investment structures.
- **Management Assistance/Investment Management:** The Senior Portfolio Fellow may also be required at times to bring deep operational expertise to certain investment situations, including but not limited to in-country operational issues, personnel challenges or assistance with investment fundraising efforts. Significant field travel and or extended periods of time in Pakistan, India or East Africa may be required. The Senior Portfolio Fellow may also be appointed to board or board observer seats, as appropriate.
- **Coaching and Mentoring:** The Senior Portfolio will play an explicit coaching and mentoring role with all portfolio team members, but particularly the associates globally. By bringing a successful history of private equity experience into our investment process, the Senior Portfolio Manager will focus on teaching diligence, negotiation and post-investment performance management to the team.

Qualifications

Strong candidates will have a distinguished career in private equity investing, with at least 20+ years of private equity, venture capital or investment banking experience. Candidates will be individuals who bring passion for international development, either through academic study or personal field experience. Emerging market investment experience is a strong plus, but not a requirement. A strong candidate will possess the following skills:

- Significant transaction experience in closing and managing private equity or venture capital investments
- Strong entrepreneurial spirit with dedication to turning an idea into a high-quality finished product through assertive risk-taking and innovation
- Love for training and mentoring team members of varying experience and skill levels; an inherent coaching personality focused on building stronger individuals and teams
- Excellent written and oral communication skills
- Strong financial analysis and commercial transaction skills
- Fund investing and general portfolio management experience, including experience in turn-around situations
- Strong interpersonal skills: courtesy, tact, patience and strong team orientation; assertive team player with a sense of humor
- Commitment to, and enthusiasm for, the organization's mission and business model, and respect for our core values: humility and audacity, generosity and accountability, respect, dignity and moral imagination
- Dedication to working within the non-profit sector; strong willingness to affect change with an understanding of challenges often encountered in the communities we seek our businesses to serve

Compensation

Acumen Fund offers a competitive compensation package, commensurate with experience, including 401K plan and full benefits.

Location

New York, NY

To Apply

Send a cover letter and resume to portfolio_jobs@acumenfund.org. Please include the job title "Senior Portfolio Fellow" in the subject line.