



Pro Mujer Position Description

Position Title:	Associate, Alliances
Reporting To:	Chief Alliance Officer
Location:	Flexible: Latin America
Status:	Full time

About Pro Mujer

Pro Mujer is a leading women's development organization and a mission-driven social enterprise that harnesses the power of innovation to drive transformative, sustainable ideas to scale. Pro Mujer empowers women to realize their full potential and delivers vital services that help women lift themselves out of the constant crisis of scarcity, run successful businesses, invest in their own wellbeing, and uplift their families and communities. Pro Mujer serves more than 250,000 women in Argentina, Bolivia, Mexico, Nicaragua, and Peru.

Over the past 25 years, Pro Mujer has disbursed more than US\$2.8 billion in small loans and provided business and empowerment training, and preventative, primary, health care to women, transforming their lives and those of their seven million children and family members. Pro Mujer's mandate for the next 10 years is to become a large-scale, sustainable enterprise that delivers relevant and transformative resources and tools to women in Latin America through their full life cycle.

Pro Mujer employs approximately 2,000 dedicated people across Latin America and the US.

Associate, Alliances

Critical to Pro Mujer's strategy is the expansion of services to our clients through partnership, investment or joint venture with/in best-in-class thirds party providers. Pro Mujer will provide a wide range of services ranging from financial services, to healthcare, education, professional development, among others. The Alliance team will be responsible for forging alliances among the private and public sectors, identifying new markets and strategies for entry, promoting brand awareness and securing Pro Mujer's role as a thought leader in the industry. The Associate, Alliances will report directly to the Chief Alliance Officer and provide support in business development for Pro Mujer. She/he will work closely with the Development, Communications and Country teams in building relationships with, and promoting Pro Mujer's brand among, industry stakeholders.

Responsibilities:

- Assist CAO in sourcing, evaluating and building relationships with potential partners, including for-profit and nonprofit organizations, impact investors, donors, universities and public sector entities.
- Engage with key industry associations and networks. Identify and participate in working groups, leverage opportunities and events to develop relationships, communicate Pro Mujer's new mandate and establish Pro Mujer as an industry thought leader.
- Source a pipeline of potential alliances. Evaluate suitability and competitive advantage among partner organizations.
- Support CAO in cultivating relationships with all stakeholders. Attend meetings and industry events, coordinate and prepare for meetings, manage follow-up and input information in Salesforce.
- Works closely with the Development, Communications and Country teams to coordinate and manage activities.
- Conduct research on new markets for entry, competitive landscapes by sector and country.
- Maintains an internal work plan for all projects. Monitors the progress of key activities, partnerships and ensures deliverables are met.

- Prepare presentations, reports and spreadsheets as needed.

Qualifications:

- 5+ years of professional experience which may include (but is not limited to) business development, investment banking, private equity/VC, or management consulting
- MBA degree or MBA candidate preferable
- Experience in business model analysis, preferred especially in the context of understanding business positioning within a competitive marketplace and financial viability
- Knowledge of the impact investment, development and social enterprise industry preferable
- Emerging market experience preferred
- Excellent project management, time management and organizational skills with attention to detail
- Team player with strong communication and interpersonal skills
- Ability to multi-task, deliver projects independently, proactively and meet deadlines in a fast paced, high-pressure environment
- Capacity to work with teams in different countries/cultures
- Critical thinker and problem solver who is comfortable with ambiguity and working in a rapidly changing environment
- A strong commitment to Pro Mujer's mission
- An open-minded, professional that works with integrity, respect, generosity, resilience, assertiveness, accountability, humility, audacity, creativity, leadership and humor
- Strong verbal, written and presentation skills
- Proficiency with Excel, PowerPoint, Salesforce is required
- Spoken and written fluency in English and Spanish required

To apply, please submit to HR@PROMUJER.org your resume and a cover letter that outlines your suitability for the role, salary expectations and the name of the site where you heard about the position.