

Job description Senior Business Consultant

A fulltime job – mostly working from home – requires travel PAN India

Background

Women on Wings' mission is to take families in rural India out of poverty through economic development. Our ultimate aim is to create one million jobs for women in rural India in an economically profitable and sustainable way. Women on Wings is a foundation, established in 2007 in the Netherlands. Since May 2013 it has an office in India. Women on Wings provides professional business knowledge and mentoring to social Indian enterprises (our business partners) that employ women in rural India with a view to accelerate their growth and thereby co-creating jobs for rural women. We work with business professionals (our volunteer experts) mainly from the Netherlands. Our core team comprises professionals from India and the Netherlands. To realize our ambitious plans for the future, we aim to expand our core team with a Senior Business Consultant in India.

Women on Wings' three core values

"When your values are clear to you, making decisions becomes easier", Disney

These are our three core values:

- **Equality:** we respect all, offer freedom of expression and equal opportunities;
- **Living up to:** we are pro-active, have discipline, take ownership, we do what we say and we are transparent in how we work;
- **Energetic:** we have strength, courage and energy for the heart of the business. We motivate, challenge and inspire each other and our partners.

Sustainable development goals

The seventeen United Nations' Sustainable Development Goals (SDGs) are a universal call to action to end poverty, protect the planet and ensure that all people enjoy peace and prosperity. Through its work, Women on Wings contributes to SDGs:



Main purpose of the job

To manage and accelerate the growth of the business partners that are being mentored by Women on Wings.

- Provide business consultancy to the business partners, understand their needs, develop a plan of action on the areas of intervention required and then map it to the relevant experts in our database;
- Track the growth of the business partners and connect them to multiple stake holders where ever possible, helping them to create employment on ground;
- Consultancy is provided through workshops – onsite and online – in close cooperation with Dutch experts;
- Providing information to the Women on Wings management which help in developing fundraising proposals.

Key Responsibilities

- Identifies and screens potential business partners based on our segmentation model;
- Builds high-value long term partnerships with the business partners in India and supports them to reach their goals;
- Account Management, be a link between the expert and the business partner;
- Handholds the business partner and assists in implementation of the plans jointly created;
- Prepares business proposals/presentations;
- Ensures that adequate management information is available relating to potential and current business partners;
- Analyzes financial reports.

Job requirements

- Commits to the three Women on Wings values
- Has at least 10 years' professional experience in the corporate and/or consultancy sector and wants to make a move into the social enterprise sector
- International experiences in study and/or work would be good
- Believes in long-term commitment and achieving (social) impact
- Ability to:
 - o interact on every level, from CEO to junior employees
 - o cooperate and communicate with relevant stakeholders
 - o regular travel to remote locations PAN India
 - o act in an international team
 - o be flexible and set priorities

Skills and competences

- *Result driven*
- *Strong analytical skills* – constantly analyzing a variety of factors (Why? What? When? How?)
- *Conceptual thinker* – with a hands-on mentality
- *Takes ownership, is pro-active and a self-starter* – commitment towards the work which is largely done from home
- *Persistent in challenging situations* – travelling PAN India can be surprising and we manage our own travel (no agent)
- *Interpersonal skills* – friendly, open and participative team player with a sense of humor
- *Curiosity* – be passionate to work with other cultures and about delving deeper to unearth more insight
- *Excellent written and verbal communication skills* – fluent in English and Hindi
- *Listening skills and attention to detail* – the ability to ensure that information is accurately presented and reported

What we offer

- Work in an international environment
- Be part of a dynamic team and of a journey towards an impactful social economic mission
- Flexible working hours
- Fixed salary

Other

- The Senior Business Consultant should be based in Delhi NCR
- The Senior Business Consultant works at least works 1 day per week at the Women on Wings office in Gurgaon. Rest of the days works from home or travels to business partners.

Please send your resume and motivation to: supriya@womenonwings.com

We shall revert to you the earliest.



Gurgaon, March 1, 2021