

Job description Senior Business Consultant, Social enterprises vertical

A full-time salaried position for someone with a corporate or consulting background, looking to transition to a job with purpose. This role entails working mainly from home and requires travel PAN India.

Please send your resume and motivation to: janet@womenonwings.nl. CVs without a statement of motivation shall not be considered.

Women on Wings Background

Women on Wings' mission is to take families in rural India out of poverty through economic development. Our aim is to co-create one million jobs for women in rural India in an economically profitable and sustainable way.

To achieve this aim, experienced teams in India and the Netherlands, together with our panel of highly experienced volunteer business experts, provide pro bono business knowledge and mentoring to both Indian social enterprises and Indian government institutions initiatives in scaling their business and women entrepreneurship programs. Established in the Netherlands in 2007 and with an office in India since 2013, we have co-created over 333,400 jobs.

Main purpose of the job

To manage and accelerate the growth of business partners (social enterprises) 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 wherever possible, helping them to create employment on ground
- Consultancy is provided through workshops and mentoring – onsite and online – in close cooperation with Dutch experts
- Providing information to the Women on Wings management which help in developing fundraising proposals
- Provide regular reports on the progress of the business partners for the team and the Board

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
- Provides mentoring support to the founder/CEO, if required
- 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 Women on Wings' values (mentioned at the end of this document)
- Has a minimum of 12 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

- travel regularly to remote locations, PAN India
- act in an international team
- 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
- A fixed salary, provident fund and medical insurance

Other

- The Senior Business Consultant should be based in Delhi NCR
- This is a 'work from home' position, with one day every week spent in meetings and work at a location in Gurgaon. There is travel pan India, mainly to remote locations, averaging about 10-12 days a month

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:



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