

## **Fundación Capital: Country Manager Colombia** **(Based in Bogota)**

### **What are we offering?**

Fundación Capital is currently seeking a *Country Manager* to develop, execute and grow the activities of our organization in Colombia. We are looking for an outstanding professional with at least six years of pertinent professional experience in project management and team leadership, ideally in the financial inclusion sector. S/he will work from our office in Bogota (Colombia), reporting directly to the COO for Latin America and the Caribbean. We will provide a competitive consultancy fee under a one-year service provision contract that is open to a longer-term employment perspective. On offer is an entrepreneurial and challenging position with lots of opportunity to turn ideas into reality, working alongside an inspiring, diverse and international team.

### **Who are we?**

Fundación Capital is an award-winning international organization working across Latin America, the Caribbean and Africa to reduce poverty. Our initiatives have the power to create long lasting impact on a large scale, because they harness the power of government actions, market forces and digital innovations. We focus primarily on asset-building for individuals and families living in poverty through financial inclusion, economic empowerment and social protection. At the end of the day, it is all about the people: by providing them with training, capital and productive opportunities, we enable millions of poor families to take successful and independent decisions to live their ambitions.

([www.fundacioncapital.org](http://www.fundacioncapital.org))

### **What are the tasks and responsibilities?**

- **Operation & Budget**: manage resources; co-responsible for establishing the Annual Operating Plan and the correct implementation and execution of the projects; responsible for the business numbers of the Colombian office; define and monitor key performance indicators; periodic reports to the COO and the management board.
- **Business Development**: look for new business opportunities, contracts, strategic alliances and financing.
- **Networking & Stakeholder Relationships**: build and maintain partnerships with allies, donors and clients; position, promote and represent FundaK; maintain permanent communication with the local team and the management, including the other Country Managers
- **Staff management**: manage a team of short and longer term consultants and coordinate new recruitments.

## Who are we looking for?

### Personal Requirements

The person we are looking for should be:

- highly committed to social and development issues
- an empathic and sociable person with the ability to relate excellently with people from very different backgrounds, from those living in poverty to high-level representatives of governments, international organizations and the private sector.
- an outstanding team leader that can manage, select, motivate and develop staff
- a convincing spokes(wo)man and inspiring seller of ideas with social impact
- entrepreneurial, dynamic and creative, with the ability to set priorities and demonstrate results

### Technical Requirements

- Languages: perfect command of Spanish (oral and written); good knowledge of English
- Skills & Knowledge:
  - Broad knowledge of Colombian social problems, the development field, social innovation, financial and productive inclusion
  - Excellent management and project implementation skills; team leadership
  - Selling skills, ability to raise funds and open new business opportunities; ability to negotiate with the private sector
  - Outstanding written and verbal communication, including project proposal writing
- Work Experience:
  - At least six years of accredited professional experience in organizational management, including leadership of interdisciplinary teams
  - Experience in financial inclusion, economic citizenship, social protection and/or asset-building for the vulnerable and poor populations.
  - Work experience with governments, public and private entities, ideally in Colombia.
  - Fundraising
  - Experience in project management and implementation, including budget execution (ideally in international development organizations).
  - Fieldwork with vulnerable communities.
- Education: Master's degree in economics, political science or a related discipline

We will look favorably upon candidates who can demonstrate the following: international work experience in other parts of the world; knowledge of topics related to financial education, formalization of the economy, cash transfer programs, social innovation.

**How can you apply?**

Please send us your CV, the contacts of three potential references and a concise cover letter in which you explain: (1) your motivation to work with us, (2) why you would be a true enrichment for our team, (3) remuneration expectations and earliest possible starting date, (4) where you have found our job offer. Please note that only complete applications will be considered. Send your applications as soon as possible to [hr@fundacioncapital.org](mailto:hr@fundacioncapital.org), with the subject line "Country Manager Colombia". This job advertisement will remain posted until the position is filled.