

Country Manager – Nepal

Job Description

www.ennovent.com



The Country Manager – Nepal is an entrepreneurial, strategic-thinking, and detail-oriented early-stage professional with the responsibility to support business development activities of Ennovent in Nepal.

Organization Profile

Ennovent is a venture catalyst that takes innovative business ideas to unexplored low-income markets in developing countries. We offer the private, public and third sectors a venture platform with startup expertise, local capacity and a global community. Through fair partnerships we share the risks and rewards of optimising sustainable impact and profits in low-income markets. Since 2008, we have catalysed over 185 ventures in 30 countries through 60 projects on our platform.

As a young, evolving for-profit enterprise Ennovent's core strength is our team – a talented and self-motivated group of professionals with strong backgrounds in fields such as early-stage venture incubation and acceleration, business modelling, market research, impact investment, business operations, entrepreneurship and in sectors including sanitation, health, waste, and environment.

Ennovent's organisational culture is entrepreneurial and dynamic; we are highly responsive to new ideas and initiatives that could advance our organisational aspirations, while also fostering a positive impact on low-income markets in developing countries. We promote a sense innovation, business ethics and professionalism in all our operations.

For further details about Ennovent: www.ennovent.com

Job Profile

Title	Country Manager – Nepal
Job Objective	To support the marketing, sales, and execution of Ennovent's offering in Nepal.
Position Type	Full-time, home-based
Compensation	A competitive compensation commensurate with experience and the organisation's compensation structure
Location	Kathmandu, Nepal
Reporting Unit	Ennovent Global

Position Description

The Country Manager – Nepal with the support from Ennovent's Global Unit will support in the execution of the business development strategy in Nepal. The Country Manager – Nepal is expected to build on the current bodies of work and network in Nepal.

The specific responsibilities related to the Country Manager – Nepal will include, but not be limited to:

- Lead sales and business development activities in Nepal according to stated targets, with the support of the regional and global team
- Lead the marketing of Ennovent's innovation practices, projects, and offering in Nepal.
- Lead the prospecting and qualification of new potential partners and funding sources for innovation projects.
- Gather market intelligence on potential opportunities for Ennovent.

- Develop necessary sales and marketing documents including concept notes, pitch decks, proposals, and other collateral by working closely with Global Unit members and technical experts.
- Support the execution of secured projects, in collaboration with the India, Bhutan and Global team members.
- Generate key partnerships, expert community and other stakeholders to enable the growth of Ennovent's activities in Nepal.
- Support the management of junior team members, including interns as required.
- Support the adherence with all regulatory, tax and statutory compliance of Ennovent Nepal in support from the service provider
- Contribute to the overall strategic and operational development of Ennovent, as required.
- Contribute to the development and establishment of new service offerings in line with global strategies and offerings.

Qualifications

The successful candidate will have the following attributes:

- A degree in business management or a relevant field.
- 4 - 6 years of relevant professional experience working in the social innovation sector or holding entrepreneurial positions.
- A clear motivation to work in a startup culture focused on having a positive impact in low-income markets.
- Exceptional business writing and verbal communication skills in English.
- Ability to manage multiple tasks effectively with frequent interruptions and to work productively in a fast-paced environment.
- Proven problem-solving skills and a clear desire to learn.
- Exceptional attention to detail in all tasks and activities.
- Strong interpersonal skills including courtesy, tact, patience and a strong team player mentality.
- A professional demeanor and commitment to delivering quality outputs.
- The proven ability to work with independence, ambiguity and flexibility to ensure targets are reached.
- Commitment to Ennovent's overall mission and core values, as listed online.
- Experience with Microsoft Office, including PowerPoint and Excel and designing graphics.

Compensation

Ennovent offers a salary package in line with a structured compensation plan; this will be a sales oriented position with a strong variable component. This will be a full-time home-based role in Nepal. The Country Manager may be required to perform infrequent travel in Nepal.

To Apply

Please apply with detailed **resume** and **cover letter** expressing your interest in this position and relevant past experiences to Suman Biswas, Senior Associate – Operations at career@ennovent.com.