

## Associate Consultant / Consultant for Re-emerging World

### Who we are and what we offer

Re-emerging World is a strategic advisory firm specialising in sustainable business solutions in emerging markets. Our clients include a range of leading Multinational Corporations (MNCs), Businesses, Social Entrepreneurs and Institutions. We engage with these actors to design and execute innovative business strategies and sustainable value propositions in emerging markets. Our unique solutions satisfy the following four primary criteria:

- Serve the needs of the “Base of the Pyramid” population
- Are inclusive and improve the economic and social conditions of the local community
- Contribute to low carbon, environmentally sustainable growth
- Lead to new growth initiatives and investments in emerging markets

### Role Description

We are looking to recruit an Associate Consultant / Consultant who is passionate about applying their business knowledge and skills to the solution of social and environmental challenges currently faced by emerging markets. The role will have two dimensions: 1) working on client engagements involving consumer and market research, business model design, process mapping, business and financial planning (40-60% of time), and 2) internal desk research and analysis. Work will be based out of Kolkata for the first year with the option of moving to Bangalore/Mumbai if necessary.

### Key Responsibilities

- Client consultancy responsibilities:
  - Executing primary research: Interviews, field visits, focus group discussions
  - Conducting secondary research
  - Designing business models
  - Preparing business plans
  - Financial modelling and planning
- Internal responsibilities:
  - Project planning and design
  - Research publications
  - Branding and marketing

## What we look for in you

### Ideology:

- You are eager to apply your business, analytical and creative skills to work on challenges with the aim of making this world a better place. You empathise with the struggles and aspirations of the underserved low income households and want to be a part of the solution. You appreciate the necessity to develop a low carbon model of growth and identify new growth initiatives in emerging markets.

### Experience:

- You have 2-3 years of work experience in any of the following areas: management consulting, investment banking, equity research, research institutions, corporate planning, managing profit centres. In your earlier work you have demonstrated your skills in structured and analytical thinking, attention to detail and a bias towards delivering results within deadlines.

### Work ethic:

- You are a quick and aggressive learner and can work across sectors in engagements ranging in duration from 2–6 weeks. You are entrepreneurial, comfortable working as a part of small team, have an appetite for ambiguity and enjoy working on multiple projects in parallel. You understand that in a small firm everyone has to do whatever it takes to complete the work under budget constraints. You are willing to conduct business trips within India, including travel to villages, small towns and urban slums. You are a great team player, a thorough professional and fun to work with.

## Qualifications Matrix

Area	Essential	Desirable
Consumer and Market Insights	Ability to sift through secondary information and data to generate key insights and trends, and deliver complete analysis packs.	
	Ability to execute qualitative consumer research through the use of interviews, focus groups and analysis, and to present the findings of such research.	Ability to frame research questions and research design.
	Ability to engage with experts and C-level executives for interviews.	
Business Model	Ability to analyse the different elements of a typical business model and levers for value creation.	Interest in business model innovations.

Area	Essential	Desirable
<b>Financial Modelling</b>	A thorough understanding of the analysis of financial statements and ability to design bottom up financial statements for new ventures using Excel.	Advanced knowledge of enterprise valuations.
<b>Business Plan</b>	Exposure to market sizing, business environment and competitor analysis.	Experience in actual business plan preparation.
<b>Writing Skills</b>	Ability to express clearly and concisely research and recommendations through reports.	
<b>Microsoft Office Skills</b>	Advanced Excel modelling skills.	Exposure to Excel VBA programming.
	Experience preparing presentations in PowerPoint.	
	Advanced Word documentation skills.	
<b>Domain</b>	Exposure to the concepts of “Base of the Pyramid” business opportunities, social enterprises and impact investing.	Prior work experience in this field.
<b>Education and Experience</b>	MBA from one of the top Business Schools, or a Post Graduate degree in Economics /Public Policy.	
	2-3 years of experience in working in management consulting, investment banking, equity research, research institutions, or managing profit centres.	

### Other Details

Base Location	Kolkata with the option of moving to Bangalore/Mumbai if necessary after one year
Salary	Based on years of experience
Nature of Contract	Full time employment after an initial probationary period

### Application Details

If you are interested in this position and feel that it suits your previous experience then please send a CV and cover letter to [avik.roy@re-emergingworld.com](mailto:avik.roy@re-emergingworld.com) by 21<sup>st</sup> February 2011. Please mention your minimum expected salary to make this opportunity worthwhile.

For more details about the firm please visit [www.re-emergingworld.com](http://www.re-emergingworld.com)