



## **Position Name: Senior Consultant, Systemic Economic Development**

### **Who we are:**

MarketShare Associates (MSA) is a socially-driven, boutique consulting firm committed to creating, implementing and measuring innovative economic development programming. We are fresh, dynamic thinkers bringing creativity and experience to our engagements with a wide variety of clients, including businesses, development agencies, and donors who seek to catalyze improvements in market systems and empower people to take advantage of economic opportunities across Latin America, Africa and Asia. We take a systems approach to problem understanding – we recognize that inclusive economic development is a complex and dynamic challenge addressed through a multitude of unique social, cultural, political and environmental contexts. We also take an adaptive approach to implementation, developing tailored and contextually rooted services for clients across our three practice areas:

- Results Measurement, Learning and Evaluation
- Market Systems Facilitation
- Economic Empowerment

Our team of experts is deeply passionate about the work we do. We pride ourselves on being a learning organization, challenging each other to push our own boundaries and continuously pushing the frontiers of knowledge development within our field, while being rooted in a strong community of practice, both locally and internationally.

### **Who we're looking for:**

MSA seeks a driven professional with **market systems facilitation and economic empowerment** experience to join the team in the position of **Senior Consultant**. We are looking for candidates with technical expertise in MSA's areas of practice, who also have an innate desire to continuously expand their knowledge base and continue propelling MSA at the leading edge of our field. Proficient doesn't cut it or us – we want the best minds we can find.

Reporting directly to a Principal Consultant, the Senior Consultant will play a key role in driving forward MSA's market systems facilitation practice area. The successful applicant will spend the majority of his/her time working directly on market systems programmes to improve their effectiveness and inclusivity. A second component of the role will be engaging in business development and client engagement. This opportunity offers significant opportunity for the successful candidate to assume progressively greater responsibility with MSA.



**Specific responsibilities include:**

I. CLIENT-FOCUSED

Technical backstopping: Serve as an expert resource to market systems projects. Provide mentoring, coaching and backstopping throughout the market systems facilitation and results measurement process, including system design, implementation and learning.

Research and knowledge generation: Identify knowledge gaps in the field and develop research agendas to address them. Design and implement both primary and secondary research, then develop the findings into publications.

Knowledge Generation & Technical Learning Products: Support knowledge exchange between clients and the wider community of practice in results measurement. This support can include content development for an on-line presence, organizing webinars or events, designing research agendas, soliciting content and research, and developing knowledge and learning products.

Training: Apply innovative teaching methodologies to improve the capacity of clients and partners.

II. INTERNAL

Learning, Knowledge Generation & Management: Support MSA's mission to be a leader in learning and adaptive management systems by documenting learning, sharing with the team and shaping management decision-making.

Strategic business development: Catalyze new business by leading: the identification of opportunities; liaising with key stakeholders; the development of concept papers and proposals; and advancing systems to track and submit bids. Maintain contact and relationships with organizations, individuals, and participants on MSA's behalf.

Management: Work to support the continuing evolution of management systems together with MSA senior management team. Play a strong quality control role for market systems projects and assignments (e.g., reviewing MSA reports and papers). Manage staff and consultants as required. Ensure adherence to MSA and client requirements, program plans, schedules and budgets.

**Minimum Qualifications:**

- A passion for learning and investigation
- A positive and collaborative attitude, and a passion for working in economic development
- Minimum eight years of relevant experience in economic development in emerging economies
- Familiarity with market systems facilitation and related economic development approaches (e.g., economic strengthening, inclusive business, value chain development, etc.)
- Familiarity with economic empowerment approaches
- Ability to design and conduct trainings on technical areas (e.g., market systems development)
- Experience designing and conducting research (quantitative and qualitative)
- Excellent written and oral communication skills.



- Strong interpersonal skills
- Capacity to take initiative and be a self-starter
- Ability to prioritize, implement, and deliver high-quality programs within tight timelines and minimal supervision
- A sense of humor on par with one's level of curiosity

**Other desired characteristics**

- Graduate degree in economics or a related field
- Experience with DFID-funded M4P projects
- Experience with the DCED Standard
- Advanced proficiency in written and oral French, Spanish and/or Portuguese
- Experience living in developing economies
- Advanced computer literacy, including strong Excel and PowerPoint skills
- Ability to work well with teams and individually
- Detail oriented
- A proven track record of proposal development and program design
- The ability to work in the USA or Canada

This full-time, salaried position is flexible in its location and requires approximately 25% annual travel. Please send a CV and 1-2 page cover letter to [jobs@marketshareassociates.com](mailto:jobs@marketshareassociates.com).