

FISA Development Manager

Do you see the potential?

Do you want to join an exciting startup with an ambitious social mission? Do you want to contribute to the development of a bold and innovative business model with high responsibility from day one? Do you want to do something revolutionary and impactful? Here at Wedu, we hire highly motivated, passionate individuals who are innovative and thoughtful in their approach to getting things done.



Founded in 2012, Wedu is a unique leadership development organization and social enterprise that aims to unlock the leadership potential of the next generation of women changemakers across Asia. We do this by providing virtual mentorship, leadership trainings and innovative financing options for higher education to inspiring individuals who are committed to changing the status quo in their communities – we call these young women 'Rising Stars'. Today, we are proud to support 318 Rising Stars across 19 countries who form the pillar of a growing community that we believe has the power to achieve large-scale social impact.

Your role

FISA (Future Income Sharing Agreement) is a revolutionary financial product that could enable millions of students to get access to education (university, vocational and beyond). FISAs are going to be the main avenue of financing education Wedu will use in the future. FISA investees are female university students (called Rising Stars) who receive financing for their tertiary education and commit to return a fraction of their future income to Wedu, creating a revolving fund that will fund education for future Rising Stars. Your role will be key to create the financial and operational infrastructure to distribute FISA, and ensure collection and quality reporting systems to our partners (e.g. Kiva, Clinton Global Initiative, etc.). FISA will contribute to ensuring the financial sustainability of the company and pave the way for improving the lives of thousands of women and their communities in Asia.

This role offers a unique opportunity to shape the future of Wedu – it has a strong focus on developing new, innovative activities and program elements to support continuous expansion of FISA. To be successful in the role, you need to be able to design, test and iterate existing product features as well as lead the client service and sales strategy for the product. This is also a high responsibility role where you will learn how to build an investment platform in an emerging economy, as well as build and run a team with a high degree of autonomy. In particular, the role involves:

- Managing our relationship with Kiva, which includes utilizing the existing USD 50K credit line from Kiva by Aug 2017, and expanding our credit line with them to the next tier of USD 200K
- Expanding FISA to at least one more country by end of 2017, with specific focus on data gathering and analysis systems
- Building and overseeing the strategies, frameworks and systems to move towards a model where FISA can be replicated worldwide
- Creating the operational infrastructure, including policies, procedures & processes, for the effective and efficient functioning of FISA

- Creating the financial infrastructure, including fundraising and collections, for FISA operations and FISA contracts across the region
- Laying the groundwork for a FISA fund to be established in 2018
- Contributing to the team effort by accomplishing other tasks, as needed

Be the change you want to see

Wedu is a very entrepreneurial organization that is open to new ideas and experiments. If you have innovations to propose, make your case and say it out loud, conquer the team and you will have all the support required to implement your ideas. Leadership starts inside.

Do you have what it takes?

Qualifications:

- You have at least 6-10 years of previous work experience at a managerial level, demonstrated strong leadership and project management skills, and previous experience building and managing growing, diverse teams
- You are entrepreneurial and not afraid to take ownership, showing audacity and resourcefulness in identifying and acting upon opportunities to innovate; you are also flexible and comfortable with ambiguity and leading the change
- You are proficient in finance and investment concepts (e.g. credit, risk, portfolio management), client service and/or sales, and are interested in pioneering innovation in the education financing space
- You have a proven track record of using high-level analysis, financial modeling and data-driven management to design systems and products to scale
- You are a skilled communicator and can discuss yet simplify complex concepts; you are confident and resourceful when reaching out to new people, and enjoy developing relationships with a wide range of stakeholders
- You are collaborative and have the ability to use systems-level thinking to see beyond your own work and balance individual and team goals
- You have a passionate commitment to promote social change and women's leadership development, and are willing to go above and beyond in pursuit of our common mission
- ***Strong preference for Thai and Asian nationalities; Western nationals already residing in Thailand or the region are also welcome to apply***

Organizational arrangements

We expect from you a minimum commitment of 24 months with a four month trial period. This is a full-time position based in Bangkok, Thailand. You will receive competitive pay based on your qualifications and local Thai compensation benchmarks, as well as private health insurance, other team benefits upon eligibility and full visa and work permit sponsorship, where applicable.

Wedu has flexible working arrangements and leave policy – you are expected to deliver what is required, and working hours are largely dependent upon your time management and productivity. This role may require travel and odd working hours from time to time, depending on existing and new program demands that accommodate our global community. You will also have access to the Wedu network of experts and advisers, who have extensive experience in the development of social enterprises.

Apply Now!

The position will be expected to start as soon as possible and ideally no later than June 1, 2017. Interested candidates should complete the application form on our website at [Get Involved - Work With Us](#). If you are experiencing problems with the form, please email talent@weduglobal.org.

Applications for this position are accepted and reviewed on a rolling basis, and qualified candidates will be contacted via email for at least 2-3 behavioral and situational interviews that will be conducted by a combination of Wedu's CEO, COO and other members of the management team. As part of the selection process, you will also be expected to complete a short exercise to further demonstrate your fit and interest with the role.

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