

Designation	Principal-Business Consulting and Research
Term	Full Time
Location	India & Kenya
About Intellectap	<p>Intellectap, a part of the Aavishkaar Group, is a global impact advisory firm and a pioneer in building enabling ecosystems and channeling capital to create and nurture a sustainable & equitable society. Founded in 2002, Intellectap works across critical sectors like Agriculture, Livelihoods, Climate Change, Clean Energy, Financial Services, Gender & Inclusion, Healthcare, Water, and Sanitation, and has delivered over 500+ global engagements across 40+ countries and syndicated investments of over \$1,1 Billion USD in Capital. Intellectap through its presence in India and Africa, provides a broad range of Consulting, Research, and Investment Banking Services. Our common action platform, Sankalp Forum, one of the largest global inclusive development platforms, brings together the ecosystem to shape the way markets work for delivering the SDGs 2030.</p> <p>Please visit www.intellectap.com to know more about us.</p> <p>Intellectap's Consulting's clientele is global, and the team has delivered diverse projects across Asia and Africa. The team works with:</p> <p>The team works with:</p> <ul style="list-style-type: none"> • Social Enterprise models to help them achieve scale and faster integration with the mainstream through better business planning, market intelligence and process excellence • Large businesses and corporations to help them engage better with the Bottom of the Pyramid markets • Private foundations, multilateral and bilateral funders and investors to help them understand, strategize and design interventions for the inclusive business space
Job Description	<p>What we look for:</p> <p>Whether it is a consulting expert, a research analyst, a finance prodigy, or an investment banker, we seek to hire the best across the globe and provide them with a unique global ecosystem of learning, experience, and expertise. Our teams are diverse, entrepreneurial, and fun, comprising millennials and seasoned experts, who are passionate about changing the landscape of social change. The ability to serve the next 3 billion is an opportunity of immense promise, and we look at those who are entrepreneurial in their mindset, sharp in their thinking, and bring in deep sector expertise to deliver compelling work globally.</p> <p>Key Roles and Responsibilities</p> <p>Project Execution:</p> <ul style="list-style-type: none"> • Lead the delivery of projects in line with client expectations and company standards • Build solutions relevant to the sectors and help take them to market • Understand client requirements, develop scope, approach & methodology, delivery schedule with the ability to clearly define execution milestones • Lead project execution, team discussions, and guide team to drive successful execution in line with identified approach, guide research and analysis as required. • Deliver client presentations and manage client expectations <p>Business Development:</p> <ul style="list-style-type: none"> • Identify whitespaces and opportunities for the team to meaningfully contribute towards solving challenges for low-income communities in developing countries

	<ul style="list-style-type: none"> • Regular tracking of business development opportunities coming up in the sectors. • Lead EOIs and RFP submissions and co-lead business development activities for the region • Create strategic and operational plans for the team in collaboration with Sector Leads • Engage with senior experts internally and externally on aspects related to the project <p>Brand Building:</p> <ul style="list-style-type: none"> • Lead the preparation of concept notes and whitepapers for publications and internal consumption. • Building institutional relations and the Intellectap brand in the region • Contributing to outreach activities such as preparing brochures, newsletter, writing online posts etc. • Be part of the team that contributes towards developing the domestic and global strategy for the consulting practice at Intellectap. Undertake relevant national and international field travel and exposure as and when required.
Qualifications & Experience Requirements	<ul style="list-style-type: none"> • Degree/Masters or equivalent from reputed institutes in Kenya/abroad • 12-14 years of proven track record in a consulting setting, strategic advisory and client development roles including business development and client/project management. • Experience in international development and/or frontier and emerging markets • Successful track record in building a business and managing its P&L • Exposure to inclusive business/BOP/Social enterprise/Impact investing / digital financial services space • Experience in managing multi-cultural consulting teams to deliver high quality outputs
Essential Skills	<ul style="list-style-type: none"> • Strong business acumen and understanding of business issues across multiple focus sectors • Outstanding problem-solving, strategic thinking and creative confidence, to bring the most impactful and creative solutions to complex development challenges. • Strong qualitative and quantitative analytical skills • Project Management skills as they relate to managing client engagement outcomes- high quality deliverables on a timely basis and within budget • Strong client and relationship-building skills including ability to engage senior client on firm's offerings as well as emerging issues across practice areas in the sector • Lead project scope discussions and provide insightful recommendations • Display entrepreneurship approach in tackling sector specific challenges • Demonstrate ability to lead people - build and motivate a team for greater performance • Excellent written and oral communication skills - experience of writing and publishing white papers, blogs etc. highly desirable
<p>Intellectap is an equal opportunity employer. We welcome all qualified individuals from diverse professional, academic, and cultural backgrounds, regardless of gender, religion, race, ethnicity, and nationality, and are committed to fostering a diverse and inclusive workplace.</p> <p>Email: career@intellectap.net</p>	