

Job Description: Microfinance Lead

Pratham Institute for Literacy, Education and Vocational Training

About Pratham and Pratham Institute: Pratham is India's largest and most reputed NGO working to provide quality education to underprivileged youth and children in over 21 states and union territories across the country, with a range of interventions. The Pratham Institute for Literacy, Education and Vocational Training is Pratham's vocational skilling vertical, launched in 2010 with a mission to create sustainable programs for training of youth for employability or entrepreneurship. We work across the country to provide individuals with the employability skills needed to address India's growing need for skilled manpower. **Pratham is a widely recognized organization**, having received notable awards such as the WISE Prize for Innovation, Skoll Award for Social Entrepreneurship, the Henry R Kravis Prize in Leadership and the CNN-IBN Indian of the Year for Public Service.

Our 80 training centers are spread across 16 states in India. We have trained and placed over 20,000 students till date in various skills through our Industry specific courses in Hospitality, Construction, Electrician, Automotive and Bedside Assistance. We also run Entrepreneurship programs in Beauty and Tailoring to cater to people who have an entrepreneurial mind set and have supported 500 entrepreneurs to set up their own micro-enterprises. We have also trained over 60,000 people in digital literacy through our Education for Education Program.

Pratham Institute is a uniquely hybrid social enterprise with the energy and innovation of a start-up backed with the scale, resources, brand and network of India's biggest NGO. We attempt to leverage these strengths to innovate and develop financially sustainable, cutting edge solutions to the problems of providing large-scale information dissemination about jobs, access to training to reach employability, certification of skills, and provision of subsequent employment or self-employment opportunities. **Pratham is also known as a launch-pad for young talent** – our alumni have started significant organizations like Akshara Foundation, PRS and Kaivalya, and are selected every year for elite Masters programs, including at Ivy League institutions like Harvard and Wharton. For more details, refer to <http://pratham institute.org/>

Job Description – Microfinance Lead

The primary responsibility of this role is to lead a one-of-its kind microfinance model for vocational training and adult education. By championing a sustainable model for skilling, Pratham seeks reduce its dependence on external funding which will prove to be catalytic demonstrations to the ecosystem at large.

The job would offer a chance to grow and innovative the financial model in around 80 training centers pan-India, impacting over 7,000 youth or more annually.

The key tasks would entail:

- Leading the operational implementation of the model while developing and managing large on-field teams
- Making modifications to the model, as required, to attain sustainability
- Conducting impact-evaluation and surveys for both -- research and actionable insights
- Instituting automated data-tracking processes while regularly monitoring and evaluating progress
- Innovating technological solutions and collaborating with organizations working in mobile-financing, microfinance, banking networks, etc
- Any other activities required to scale up the model and ensure financial sustainability in conjunction with social impact

Selected candidates would have an unprecedented opportunity for fast paced learning and growth at a very early stage of their careers. The high level of leadership responsibility and experience will be valuable both for those with long-term interest in the development sector or for those looking to build a profile and network for elite education and career opportunities.

Suggested candidate profile:

- Candidate with strong quantitative skills and an interest in data-analysis and impact evaluation
- Candidates willing to work across both operations and strategy
- Willingness to travel to different locations across India, as required
- Candidates willing to work on ambiguous problems autonomously and take leadership of large teams
- Minimum Educational qualification: Undergraduate

Remuneration: Rs 20,000- Rs 30,000 per month (negotiable)

Location : Mumbai

Application Process: Email your Resume plus a Statement of Purpose (max 500 words) to medha.uniyal@pratham.org, azeez.gupta@pratham.org