



Senior Strategy Analyst

Reporting to Head of Market Analysis

Based in Hanoi, with regular travel to Lao PDR and Cambodia

Prosperity Initiative (PI) is seeking a Senior Strategy Analyst for an exciting position providing technical support to a range of research projects within our new Market Analysis team. The role will involve working as part of a team to develop sector analysis methods and approaches, conducting field work and data analysis, and contributing to the development of PI Analytics, the boutique consultancy arm of PI. The successful candidate will possess strong analytical and interpersonal skills and will have a solid background in business or economics with previous experience working as an analyst.

OVERVIEW

Prosperity Initiative's (PI) is a UK-based organisation registered in 2007 as a spinoff from Oxfam. We are working to demonstrate the strengths of what we believe is a novel but important approach to development. To date we have received core and project funding from Oxfam, the Swiss Agency for Development Cooperation, The World Bank, The International Finance Corporation, AusAID and Irish Aid. We are developing relationships with donors prepared to invest in new approaches. We are also setting up an investment arm as a vehicle to support our own catalytic investment partnerships in key businesses to address specific finance constraints for lead firms looking to innovate in the bamboo sector.

PI's objective is to identify and develop a range of market sectors with demonstrated potential to provide income and jobs for large numbers of poor people. We work to find market based mechanisms for unlocking and creating new economic value to change the lives of the poor for good.

PI takes a business case approach to developing project opportunities. In the project development phase, we determine income and additional job potential for the poor for different market sub-sectors and compare this to the estimated future cost of full scale project implementation and this impact is tracked during delivery. Our screening and identification tools include field and desk research. We then develop partnerships with businesses, service providers, and government agencies where we seek to address gaps and constraints by working with innovators and change agents in the system. We aim to be pragmatic, are not afraid of innovation and seek only to complement rather than compete with the work of others in the development and business sectors.

PI will develop formal consulting partnership agreements and will expand its local delivery team through partnerships with local organisations like the Centre for Agricultural Policy (CAP) from The Ministry of Agriculture and Rural Development. PI will market its capability to international research commissioners (eg AusAID, DfID, etc). PI Analytics is headquartered out of Hanoi, however we are planning to expand through award contracts in new locations. The practice will receive marketing and admin support from our Vientiane and Phnom Penh offices.

KEY RESPONSIBILITIES

- Undertake research and analysis into a range of market sectors. This will involve collecting, screening, and analysing data covering the assessment of issues relevant to the current and future situation of the sector including:
 - Market dynamics, e.g.: global, regional and national demand and supply; future market drivers and trends;
 - Competitiveness of the sector, e.g.: cost of production, quality comparison of respective products or services, cost of accessing international markets as well as productivity analysis including supply chain structure and performance;
 - Impact assessment of the sector, e.g. the distribution of benefits, in particular the links between sectors and their economic, social and environmental impact on PI's target groups of poor people;
 - Regional, provincial and national perspectives on the future of the sector;
 - Opportunities for pro-poor improvements in the sector.
- Organise and carry out research in the field, where required, to gather primary data
- Deliver high quality output to the Head of Market Analysis, typically including detailed reports and analysis of the products and sectors under review for donors, government, potential investors, and other interested stakeholders.
- Built networks in order to achieve the aims of PI's programmes and their constituent projects.
- Assist with the training and supervision of PI's most junior analysts as well as staff from PI's partners to develop the capacity of both PI and its partners.
- Assist in the continuous improvement of PI's methodology for market and poverty analysis.
- Contribute in other areas as required for the development of PI's programmes in Vietnam, Lao PDR and Cambodia.
- Other works required by Management.

SUPERVISORY AND WORKING ENVIRONMENT

Team: Market Analysis and Performance Assessment Team

Supervises: none

Workstation: PI Head Office. Regular travel to project sites and to PI operational countries (such as Laos and Cambodia) is required. Willingness to work overtime.

KEY CHARACTERISTICS

This section outlines the skills and requirements we are looking for. Please read it carefully and ensure your application relates to each of these requirements (giving clear examples).

	Essential	Desirable
Experience/ Education	<ul style="list-style-type: none"> • Minimum of a bachelor's degree in business or economics from a leading university. • Between 2-5 experience as an analyst in a leading private sector company or similar organisation. • Experience with a business consultancy or organisation with a similar project focus. 	<ul style="list-style-type: none"> • A subsequent MBA, Master's degree or similar international qualification
Skills/ Competencies	<ul style="list-style-type: none"> • Strong analytical abilities as well as a practical sense of how markets function • Strong research and data gathering skills, including experience in spreadsheet data modelling • Ability to work independently and to proactively contribute to the progress of the strategy team through critical thinking and discussion • Ability to deliver to deadlines • Excellent communications skills, with the ability to build trusting relationships with private, public and development sector stakeholders • Ability to work in international teams • Proficiency in Power Point and ability to write reports with minimal supervision • Fluency in English and Vietnamese, both oral and written. 	<ul style="list-style-type: none"> • Strong alignment with the goals, purpose and methods of PI, and the desire to be a key part of an organisation such as PI. • Capacity to engage with poor people and to understand the human experience of poverty.
Personal qualities	<ul style="list-style-type: none"> • Commitment to the challenge of eradicating global poverty • Belief in the importance of markets as a leading solution to poverty • Strong commitment to an output and performance-based working style • Strong desire to participate in and contribute to an evolving and entrepreneurial start-up organisation, including accepting and welcoming the personal opportunities and risks that this presents • Willingness by programme positions to travel and work in the region, occasionally in remote areas. • Strong alignment with the goals, purpose and methods of PI, and the desire to be a key part of an organisation such as PI • Capacity to engage with poor people and to understand the human experience of poverty 	

TERMS AND CONDITIONS

- Full time, fixed term 12-month contract (subject to three-month probationary period. If this period is successfully completed the post-holder will be confirmed in post), extendable subject to satisfactory performance and available funding.