



Position Name: Senior Consultant, Monitoring, Evaluation & Learning

About MarketShare Associates:

MarketShare Associates (MSA) is a boutique consulting firm committed to creating, implementing and measuring innovative economic development programming. MSA works with innovative businesses, development agencies, and donors that operate (or seek to operate) as market facilitators and catalysts to improve market systems and empower people to take advantage of economic opportunities across Latin America, Africa and Asia. We work with the private sector (e.g., McKinsey & Company, KPMG), bilateral and multilateral funders (e.g., International Finance Corporation, DFID, USAID), and NGOs (e.g. Aga Khan Foundation, TechnoServe) to achieve impact across three key practice areas:

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

Operating since 2009, MSA is registered in the US and Canada. We operate in the US from Denver, Colorado, and in Canada from Montreal, Quebec. More information about MSA is available on our website: www.marketshareassociates.com

Our Approach:

MSA is committed to its reputation for providing high quality, innovative services. We are a learning organization, conducting ongoing research that we apply with our clients and internally. Our team members are involved in both the generation and implementation of ideas.

We are committed to:

- Conducting rigorous research and analysis
- Testing innovations and rapidly learning
- Unlocking the complexity of market and people dynamics
- Building local capabilities
- Fostering trust and dedication
- Providing insights into why change happens (or not)
- Making impacts more sustainable and inclusive

We hope to serve as brokers of creativity and positive change for our clients, local communities and the complex systems in which we work.

About the position:

MSA seeks a talented professional with strong **results measurement, evaluation and market systems development** experience to join the team in the position of **Senior Consultant**.

Position description:

Reporting directly to the Principal Consultant, Monitoring, Evaluation & Learning, the Senior Consultant will be responsible for playing a key role in driving forward MSA's results measurement practice area. The successful applicant will spend the majority of his/her time working directly with clients, supporting the implementation of results measurement systems, the design and implementation of evaluations, and the generation of MSA's research and knowledge products. 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 grow with MSA.

Specific responsibilities include:

I. CLIENT-FOCUSED

Support clients in a range of roles, including:

Technical backstopping: Serve as an expert resource in results measurement and learning to projects, including M4P or value chain development projects, and projects promoting economic opportunities of vulnerable populations such as empowering women and youth, and social protection programming. Provide mentoring, coaching and backstopping throughout the results measurement process, including system design, implementation and learning.

Research: Design and implement primary and secondary research with clients.

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 on results measurement.

Training: Develop and deliver training on results measurement.

II. INTERNAL

Tasks are expected to include:

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 the results measurement practice area (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.

Required Qualifications:

- Minimum eight years of relevant experience in economic development in emerging economies



- Minimum eight years of experience applying M&E methods and approaches (including conducting quantitative, qualitative and participatory research; designing and conducting program evaluations; developing results chains or theories of change; developing logframes and other performance management tools)
- Familiar with economic development approaches (e.g., the M4P approach, value chain development approach)
- Ability to design and conduct trainings on M&E systems development and implementation
- 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 passion for learning and investigation

Other desired characteristics

- Graduate degree preferred
- Experience with the DCED Standard
- Experience with DFID-funded projects
- Advanced proficiency in written and oral French and/or Spanish
- Experience working 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 will be based either in Boulder/Denver or Montreal, and requires approximately 35% annual travel. Please send a CV and 1-2 page cover letter to info@marketshareassociates.com.