



Position Name:
Managing Consultant, Market Systems

Who we are:

MarketShare Associates (MSA) is a socially driven consulting firm committed to creating, implementing and measuring innovative economic development. We take a systems approach to problem understanding – we recognize that inclusive, sustainable development is a complex challenge. It requires us to think at multiple levels within a dynamic environment influenced by social, economic and political factors. We also take a bespoke approach to every engagement, developing tailored and contextually rooted services for clients across our three practice areas:

- Empower – economic empowerment and inclusive business
- Perform – market research and management
- Measure - results measurement and evaluation

We work with a large variety of clients and partners including bilateral and multilateral donors, non-profits and private companies, in dozens of countries across six continents.

Our work:

At MSA, our staff build results measurement systems for development programs, social enterprises and impact investors; research power dynamics and their influence on market behaviors; train client staff to think more systemically about the problems they seek to address; pitch MSA’s services to new potential clients; write thought pieces; and brainstorm new approaches to old problems. Regardless of task, our focus on disrupting the status quo demands critical engagement.

MSA ’s VALUES

PASSION:

We believe in what we do – it’s why we’re here.
Our work reflects our passion.

SINCERITY:

We listen, and give our clients our honest judgments and advice.

DISRUPTION:

We’re here to do development differently – more empowering, more systemic, with more proof.

HUMILITY:

We see self-awareness as a prerequisite to learning. We embrace our mistakes as means to improvement.

HUSTLE:

Good things don’t come to those who wait. We drive networking and new business the same way we drive innovation – restlessly.

CREATIVITY:

There is no box... in our client engagements, our approach to new business, and our thought pieces.

COLLABORATION:

We’re better together, drawing on each other’s viewpoints and experiences to deliver for clients.
Working in teams is core to our identity.

CELEBRATION:

We work hard and life gets hectic – we take time to celebrate and enjoy it. Otherwise, what’s the point?

This job:



CLIENT ENGAGEMENT

Advises clients on market systems implementation strategies



TRAINING

Trains client staff on market systems development and adaptive management



RESEARCH

Conducts market systems and social analysis and action research



INFLUENCE

Contributes to the broader market systems community of practice through white papers and webinars



NEW BUSINESS

Identifies and pursues new market systems related business opportunities



QUALITY CONTROL + CLIENT MANAGEMENT

Manages client relationships and quality control over deliverables



EMPOWERMENT

Preferably this position has knowledge of, or experience in gender equality or empowerment programming and practices



LEARNING

Actively participates in supporting MSA to learn and grow in the area of market systems

Who we are looking for:

MSA seeks a driven professional with market systems experience to join the team in the position of Managing Consultant, preferably in the Denver, Colorado office, or to work remotely outside of Denver. We are looking for sharp candidates with technical expertise in market systems and/or value chain development, who also have a desire to continuously expand their knowledge base and continue propelling MSA at the leading edge of our field.

Reporting directly to a Principal Consultant, the Managing Consultant will play a key role in driving forward MSA's work in market systems development. The successful applicant will spend the majority of his/her time working directly with clients, supporting the implementation of technical assistance, and documenting and sharing lessons learned with the MSA team and wider industry. A second component of the role will be engaging in business development. MSA is growing – this opportunity offers significant opportunity for the successful candidate to grow with us, assuming progressively greater responsibility with MSA.

Requirements:

- A passion for learning and investigation combined with a positive, collaborative attitude.
- 7 – 10+ years of experience in economic development in emerging economies, with at least 2 years working overseas.
- Experience working on market systems, value chain and/or M4P programs
- Preferable experience and/or knowledge in social inclusion, gender equality and/or empowerment programming
- Ability to design and conduct trainings on market systems analysis and implementation.
- Excellent written and oral communication skills (we're serious about this one).
- Ability to prioritize and deliver high quality work within tight timelines and with minimal supervision.
- A sense of humor on par with one's level of curiosity.

Other Information:

This is preferably a salaried, full-time position reporting to a Principal Consultant, ideally based in Denver, Colorado (but we're flexible on location, and also we are always looking for good part-time positions and consultants as well). The position is expected to travel 35% of their time.