MARKETSHARE
ASSOCIATES

Position Name:

Monitoring, Evaluation and Learning Senior Managing Consultant

Who we are:

MSA is a socially-driven global consulting firm. We provide innovative solutions for the private sector, government and civil society to improve, measure, and communicate the economic and social impacts of their investments. We believe market dynamics have a strong impact on how people live their lives. Our vision is to improve economic systems in order to reduce poverty. We recognize complexity and as such, use a systems approach to design solutions that work within dynamic environments. We work collaboratively with our clients, serving as brokers of creativity to help catalyze systemic change.

We take a bespoke approach to every engagement, developing tailored and contextually rooted services for clients across our core service areas:

RESEARCH – Market and Applied Research
PERFORM – Strategic and Adaptive Management
EMPOWER – Inclusive Business and Economic Empowerment
MEASURE – Results Measurement and Evaluation

Since 2009 we have worked with a wide variety of clients and partners in dozens of countries across six continents.

MSA 's VALUES

EXCELLENCE

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

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.

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?

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.

Who we want:

We are looking for a driven professional with a very strong background in results measurement, evaluation and learning. The position will report directly to the MEL Practice Lead.

MSA is growing – this opportunity offers significant opportunity for the successful candidate to grow with us, assuming progressively greater responsibility with MSA.

We are looking for someone who finds fulfillment in:

- **Learning.** Keeping abreast of the latest thinking in the field of monitoring, evaluation and learning, as well economic development and systemic change programming. This means being connected to the latest developments and applying these in your work.
- **Finding ways to do work differently and better.** We're here to do development differently – more empowering, more systemic, with more proof. We pride ourselves on being able to develop new approaches to old problems. We are a learning organization, continuously pushing the frontiers within our field together with our clients, while being strongly rooted in a community of practice, both locally and internationally. We want our MEL team to feel comfortable thinking outside the box and pushing the boundaries of what seems possible.
- **Connecting the dots - using data as a means to create change**. This means you see good data as a means to an end, a means to influence policy, a means to change practice and a means to create more meaningful social impact for all.
- **Completing high quality work.** We believe in what we do. Our work and productivity reflect our passion. We want another team member to believe the same!
- **Being a research nerd.** We want someone to join the team who loves quantitative and/or qualitative research. This person loves designing good research instruments, conducting fun interviews and focus group discussions in-country, and all of the deep analysis that follows.
- **Being self-reflective, hungry to learn, and willing to adapt and adjust practices.** We believe in adaptive management and the importance of changing and evolving our practice. This means we value an ability to adapt and pivot.
- **Driving forward and securing new client and partnership opportunities.** This person will enjoy working with the internal team, but also spend time engaging and collaborating with clients.

- **Working in a rapidly expanding company.** Our company is small, but we are growing rapidly. If you enjoy fast pace working environments and strategizing how to take a company to the next level, we are a good fit. If you are looking for a place to work with the same daily checklist and regular work, this is not the position for you.

Requirements:
- Very strong experience designing and implementing monitoring, evaluation and learning systems that meet high standards of rigor
- Demonstrated competencies in mixed-methods design and strong technical writing for both technical and lay audiences
- Strong client relationship management skills
- At least 6 - 8 years of relevant professional experience
- Experience with MEL for economic and/or private sector development strongly preferred

Other Information:
This is a salaried, full-time position reporting to the MEL Practice Lead, with a strong preference for someone based in Denver, Colorado, USA and considerations to people based in Washington DC, Toronto, London and Nairobi.

Application Details:
Deadline to apply is March 7, 2018. To apply, please send your current CV to opportunities@marketshareassociates.com, indicating the position title "MEL Senior Managing Consultant" in the subject line. Please also include a cover letter (maximum one page) answering the following questions:

1) How is this position a fit for you?
2) List the five things, in order of impact, that you would bring to MarketShare Associates to take us to the next level.
3) Which of our values most resonates with you, and why?
4) What are 4 words your friends would use to describe you?