



Beneficial Returns

JOB OPPORTUNITY: LATIN AMERICA MANAGER

ABOUT BENEFICIAL RETURNS

Beneficial Returns (BR) is a for-profit impact investor whose mission is to expand opportunity for people living in poverty in the developing world. Founded in 2016, BR invests in growing social enterprises that use market-based solutions to reduce poverty and improve the environment. We believe global poverty can be eliminated and, within their lifetime, every person can have the opportunity to achieve their full potential. Since inception BR has lent over USD \$5M to more than 30 borrowers from 18 countries.

Our investors are family foundations, high net worth individuals, faith-based communities and corporates that recognize that social enterprises require affordable, mission-aligned capital to deepen and widen their impact. Our borrowers are game-changing for-profits and non-profits working in the fields of sustainable agriculture, renewable energy, water and sanitation, waste and livelihoods.



Beneficial Returns manages four pools of capital with distinct mandates, underwriting criteria and credit committees.

- [Beneficial Returns](#), our flagship fund that makes senior, secured loans of USD \$50,000 - \$500,000 to social enterprises in Latin America and Southeast Asia;
- [The Reciprocity Fund](#), that provides smaller, unsecured loans to social enterprises benefiting indigenous communities in Latin America and Southeast Asia;

- [The Truss Fund](#), (1.0 and 2.0) that provides recovery and growth loans exclusively to social enterprise graduates of the GSBI Accelerator at [Miller Center](#) (Santa Clara University) throughout the developing world.
- The Cartier Women's Initiative Loan Fund, which will launch in September, 2022, provides loans to women entrepreneurs who have been recognized as Fellows of the [Cartier Women's Initiative](#) and whose work reduces poverty in Latin America and Southeast Asia.



Following five years of modest portfolio growth, Beneficial Returns (BR) is poised to significantly increase its lending activities, particularly for the Ripple Effect Fund and the Reciprocity Fund which serves women social entrepreneurs and social enterprises that benefit indigenous communities respectively. BR has secured investment capital that has paved the way for this growth. We anticipate making up to 30 loans amounting to more than USD \$1.5 million in the next twelve months for these two mandates. To achieve this milestone we are recruiting talent, building our team, refining processes and strengthening infrastructure.

ABOUT THE POSITION

Beneficial Returns is seeking a talented professional to manage and grow The Reciprocity Fund throughout Latin America and contribute to the launch and success of the Ripple Effect Fund. In this role you will work with leading social entrepreneurs and the pioneering impact investors that support them. This is an excellent opportunity for someone who has the ambition, maturity and skills to simultaneously meet ambitious financial and impact goals.

The Manager will report to the CEO and will be instrumental in hiring one direct report, also to be based in Latin America, in late 2022.

The Manager will:

- Refine and launch The Ripple Effect Fund along with the Credit Manager (based in South East Asia.) This involves writing policies, devising work processes, setting marketing and communications goals, and consulting with Cartier Foundation executives and their consultants to ensure the success of the Fund.
- Manage The Ripple Effect Fund along with the Credit Manager. Educate the Cartier Women’s Initiative (CWI) community about the Fund, solicit loan applicants, manage the volunteer credit committee, report to Cartier Foundation.
- Grow The Reciprocity Fund
Develop and maintain loan referral sources throughout Latin America. Identify and solicit new borrowers, manage a portfolio of existing borrowers. Manage the volunteer credit committee. Engage with and report to investors. Hire and supervise a staff member to assist with The Reciprocity Fund.
- Support the Beneficial Returns Fund in Latin America
Manage a portfolio of existing borrowers and help identify and evaluate prospective new borrowers for our flagship loan fund.



Qualifications:

- Strong connection to the missions of the Reciprocity Fund and Ripple Effect Fund.
- Experience in B2B business development, ideally in financial services;

- Based in, and authorized to work in a Latin America country;
- Native Spanish and fluent English;
- Existing network in Latin American social enterprise sector is desirable;
- Highly organized, with track record of meeting short- and long-term responsibilities in a fast-paced, deadline-driven organization;
- Outstanding ability to plan, prioritize, and execute with excellent judgment;
- Flexible, collaborative, committed to excellence, and comfortable working from a distance in an entrepreneurial environment;
- Ability to travel regionally is preferred;

Details:

This is a full-time, remote position.

To apply please send a cover letter and resume to ted@beneficialreturns.com by July 22, 2022. Shortlisted candidates will be interviewed and asked to complete an assignment.