

## FRANCHISE PARTNER MANAGER

### SCOJO FOUNDATION:

Scojo Foundation ([www.scojofoundation.org](http://www.scojofoundation.org)) is a global social enterprise that creates jobs and sustains livelihoods through the sale of affordable reading glasses to the 700 million people who need them to read and work, but currently lack access. A leader in Social Enterprise and Base of the Pyramid markets (BoP), Scojo Foundation is described by President Clinton as "the sort of thing that the Clinton Global Initiative was designed to do — find ways to create new markets where you can actually empower people by creating a business and solve a big social problem." Praised as "innovative" by *The Economist* and "life-changing" by *NBC Nightly News*, Scojo Foundation is the recipient of awards from the World Bank and Fast Company/Monitor Group, among others, for its role in poverty alleviation and social capitalism.

Scojo Foundation trains low-income men and women as "Scojo Vision Entrepreneurs" to conduct vision screenings within their communities, sell affordable reading glasses, and refer those who require advanced eye care to reputable clinics. Each Scojo Vision Entrepreneur receives his or her own "Business in a Bag," a sales kit containing all the products and materials needed for vision screening, sales, data collection, and marketing, and receives ongoing support from staff. With blueprints for success, Scojo Vision Entrepreneurs run profitable businesses, earning more than twice their previous daily income on each pair of glasses sold.

### FRANCHISE PARTNER CHANNEL:

Recognizing the massive scale of the population in need of reading glasses, Scojo Foundation empowers Franchise Partners, or partner organizations with existing distribution networks to reach the rural poor, to implement the Scojo Vision Entrepreneur model in the communities in which they work. Scojo Foundation provides partners with the tools, knowledge, and products, adding both profit and social value to established programs. Scojo Foundation currently works with nearly 30 Franchise Partners, from small NGOs to large multi-national corporations, in South Asia, Africa, and Latin America. The Franchise Partner Channel is the main mechanism for Scojo Foundation's global growth.

### JOB DESCRIPTION AND REQUIREMENTS:

Scojo Foundation requires an individual to manage the tremendous growth opportunities within the Franchise Partner Channel. The Franchise Partner Manager will be responsible for developing, managing, and ensuring successful relationships with potential and existing international Franchise Partners. The Franchise Partner Manager will also be responsible for ongoing support to the Director. Regular responsibilities include:

- Developing and managing a pipeline of potential Franchise Partners and funders
  - Conducting due diligence
  - Writing evaluation reports
- Providing technical support to Franchise Partners
  - Training
  - Operations management
  - Financial modeling
- Improving training materials and components of "business in a bag."
- Working with Director to create annual and quarterly sales projections
- Supporting the Director on other projects as needed, including:

- Analyzing global performance and social and economic impact metrics
- Product development
- Supply-chain management
- Social marketing
- Investor/donor reporting

**QUALIFICATIONS:**

- At least 3-5 years of consulting, project management, and/or sales and marketing experience.
- MBA preferred but not required
- Strong background in training
- Extensive international experience (preference given to those who have lived abroad)
- Enthusiasm to travel regularly to locations with limited infrastructure
- Desire to execute an innovative sales and marketing strategy for a social purpose and to achieve ambitious targets
- Energetic, innovative and resourceful self-starter
- Tenacious work ethic and a sense of urgency in solving social problems
- Approaches challenging situations with humor and goodwill
- Ease in relating to a diverse array of people
- IT savvy (knowledge of Salesforce.com preferred)
- Proficiency in a foreign language preferred

**LOCATION:** New York, NY with frequent international travel (30-50%)

**REPORTS TO:** Director

**CONTACT:** Qualified candidates are invited to send a cover letter and resume, including current salary and salary requirements, via email to: [franchisemanager@scojofoundation.org](mailto:franchisemanager@scojofoundation.org), noting your full name as the subject heading. Only qualified candidates meeting our requirements will be contacted.

No phone calls or faxes. No agencies.

Scojo Foundation is an Equal Opportunity Employer. All applicants must be currently authorized to work in the U.S.