



FRANCHISE PARTNER MANAGER – LATIN AMERICA

VISIONSPRING:

VisionSpring (Formerly Scojo Foundation) is a global social enterprise that creates jobs and sustains livelihoods through the sale of affordable eyeglasses to the more than 400 million people who need them to work and live productive lives. A leader in Social Enterprise and Base of the Pyramid markets (BoP), VisionSpring has been recognized by President Clinton as helping “hundreds of thousands of people and in the process, creating a whole new sector of the economy.” Praised as “innovative” by *The Economist* and “life-changing” by *NBC Nightly News*, VisionSpring is the recipient of awards from the Aspen Institute, the World Bank, and Fast Company Magazine for its role in poverty alleviation and social capitalism.

VisionSpring trains low-income men and women to work as “Vision Entrepreneurs” selling affordable eyeglasses in their communities. Each Vision Entrepreneur receives his or her own “Business in a Bag,” a microfranchise kit containing all the products and tools they need to run profitable businesses. Our innovative business model allows entrepreneurs to earn income selling a health product that, in turn, helps others to improve their lives.

JOB DESCRIPTION AND REQUIREMENTS:

Regular responsibilities include:

- Manage Franchise Partner relationships in Latin America by providing technical assistance in the following areas:
 - Entrepreneur Training
 - Inventory, Sales and Marketing Strategies
 - Data collection and analysis
- Assist VP, Sales and Operations in the execution on VisionSpring’s strategy for global expansion on projects as needed, including:
 - Supply-chain management (order execution)
 - Management of the field operations in El Salvador
 - New Partner Development in Latin America
- Assist in managing VisionSpring’s Global Innovations team and process for sales and marketing innovations as it relates to improving the performance of Vision Entrepreneurs
- Manage the collection and presentation of all Sales and Operations data used for the quarterly Dashboard of Metrics via Salesforce.com

QUALIFICATIONS:

- At least 3 years of project management and/or sales and marketing experience
- Minimum 1 year of international experience (ideally with experience living abroad)
- Spanish fluency required, knowledge of Portuguese preferred
- Detail-friendly: enjoys digging in to numbers/details
- Salesforce.com experience preferred
- International travel is required (25-30%): enthusiasm to travel to locations with limited infrastructure is crucial
- Flexible to potentially relocate to field operations in Latin America after an initial phase in New York
- Desire to execute an innovative sales and marketing strategy for a social purpose and to achieve ambitious targets
- Energetic, innovative and resourceful self-starter with a tenacious work ethic



VisionSpring

FORMERLY SCOJO FOUNDATION

- Seeks opportunities to improve oneself and the organization
- Approaches challenging situations with humor and goodwill

LOCATION: New York, NY

SALARY: Competitive, plus 401(k), health and vision benefits

REPORTS TO: VP, Sales and Operations

CONTACT: Qualified candidates are invited to send a cover letter and resume via email to: pe liassen@visionspring.org, noting your full name as the subject heading by **Friday, November 6th**.

No phone calls or faxes. No agencies.

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