

WEConnect INTERNATIONAL



JOB TITLE: Regional Director for Latin America and the Caribbean

LEVEL: Senior Level Position

LOCATION: Mexico City, Mexico or Washington, DC

JOB TYPE: Full-time

REPORTING TO: WEConnect International Chief Marketing Officer

JOB SUMMARY

WEConnect International has been growing steadily and is now seeking to accelerate growth dramatically. Therefore, the position requires that the individual is mission-focused, strategic, collaborative, self-motivated, adaptable and a demonstrated leader. The position involves oversight of deliverables of four contractors and all efforts and engagements of WEConnect International in Latin America and the Caribbean (all countries in the Americas minus Canada and the United States), and leading market representatives in Latin America to support and expand the local impact of WEConnect International.

BUSINESS DEVELOPMENT AND MARKETING RESPONSIBILITIES

- Head business development efforts and manage regional resources to build long-term, trusted relationships that produce outcomes in line with regional strategy, partnership agreements and programs in Latin America and the Caribbean.
- Develop new funding sources, grow organizational networks and deliver high-quality services and products for women-owned businesses.
- Work with region resources to develop and implement country-level strategies for recruiting local women-owned businesses and developing their skills and capacities for business success.

- Manage region resources to map current corporate relations, identify partnerships and generate leads for new sources of grants and funding.
- Engage member buyers of WEConnect International in opportunities to interact with local women-owned businesses and to develop initiatives or programs that support the success of local women-owned businesses and their access to markets.
- Identify opportunities for engagement with new member buyers to increase partnerships.
- Adapt global materials that ensure a consistent message, brand, engagement and value-added services for diverse stakeholders in Latin America and the Caribbean.
- Collaborate with Member and Partner Relationship Manager to identify and recruit new potential members and to guarantee value delivery for network of member buyers.

EFFECTIVE ORGANIZATIONAL MANAGEMENT AND DEVELOPMENT RESPONSIBILITIES

- Manage local market resources' performance and ability to meet strategic goals and objectives directly tied to impact and value-added services.
- Meet with key stakeholders to elevate the profile of WEConnect International, build relationships with potential funders and thought leaders and strengthen relationships in Latin America and the Caribbean.
- Participate in all team and member calls to provide information about achievements, challenges and best practices.
- Lead regular advisory calls with members and market resources.
- Work with the global team as the project lead in the Latin America and Caribbean region, including scoping of timelines, budgets and team implementation to deliver the organization's key targets and benchmarks.
- Support the CEO, CMO and COO's travel to regional meetings, events and engagements to ensure that trips deliver the highest impact and meet strategic objectives, including developing short briefs on relevant local issues.

- Draft Statement of Work for events and programs in the region and conduct events.
- Manage teams in person and/or remotely and lead multi-country strategies.

EDUCATION/HANDS-ON EXPERIENCE REQUIRED

- Solid educational background – undergraduate degree required; MBA or similar advanced degree highly desired.
- More than seven years of working experience in Latin America and the Caribbean with extensive knowledge of the markets and local socio-economic issues.
- Demonstrable success in developing and implementing strategies and work plans that produce measurable outcomes and contribute to organizational goals and growth.
- Established network of relevant stakeholders working on women’s economic empowerment, entrepreneurship and/or supplier diversity and inclusion.
- Ability to develop and maintain good working relationships with government, corporate, SME, multinationals and NGO networks.
- Awareness of issues affecting women-own businesses in the region, particularly the specific barriers faced by women entrepreneurs, with preferred experience or working knowledge of women-owned businesses in LAC.
- Track record of identifying, establishing and managing strategic partnerships.
- Functional experience with supply chain systems and procurement processes, both locally and internationally, is highly desired.

ADDITIONAL REQUIREMENTS/QUALITIES

- Fluency in written and spoken English and Spanish. Portuguese and/or French a plus.
- Ability to travel as needed (when permitted post COVID) throughout the Americas.

- Thrives in a fast-paced environment.
- Ability to work alone, as a part of a team, and to set and meet targets independently and to manage and deliver projects to timelines and budgets.
- A 'self-starter' with excellent motivational skills, enthusiasm, vision and a willingness to think big and encourage the team to develop approaches to overcome challenges.

ORGANIZATION INFORMATION

WEConnect International, a corporate-led global non-profit, helps build sustainable communities by empowering women business owners to succeed in local and global markets. www.WEConnectInternational.org

HOW TO APPLY: Qualified candidates must submit a single PDF document that includes a cover letter and resume with your salary requirements. Please send these documents to jobs@WEConnectinternational.org

USE SUBJECT LINE: Regional Director Latin America_ YOUR NAME

NO PHONE CALLS PLEASE: We regret that we are unable to respond to individual inquiries about the position.

WEConnect International is an Equal Opportunity Employer.