

## Entrepreneur in Residence Program

Summer 2008

Sponsor: Unitus New Ventures  
Location: Bangalore, India or Seattle, USA  
Contact: [eir@unitus.com](mailto:eir@unitus.com)

***Unitus, [www.unitus.com](http://www.unitus.com), a worldwide leader in scaling innovative solutions to global poverty, is seeking highly motivated social entrepreneurs to participate in the Entrepreneur in Residence (EIR) program for 2008.***

EIRs at Unitus spend up to one year launching their venture with the deep support of a dynamic community of socially-committed business professionals with passion for alleviating poverty through microfinance. The EIR program will provide strategic support to entrepreneurs dedicated to building social businesses that can scale to improve income generation potential of millions of disadvantaged people in emerging markets. The program will include work space, resources for travel/activities, and opportunities to network with and learn from our Microfinance partners around the world. EIRs may also be eligible to receive a stipend.

Ideal candidates for the program will meet several of the following criteria:

- Commitment to improving the lives of disadvantaged people in emerging economies
- Focus on specific ideas for furthering income generation among the world's poor (see Program details on page 2 below)
- Experience building scalable, highly successful organizations
- History of innovation and creativity
- Strong desire to operate and grow a social business
- In-market experience in India or Sub-Saharan Africa
- Strong relationships and references

### **Interested?**

Please send an introductory email including your CV or resume and a short summary of your business concept to [eir@unitus.com](mailto:eir@unitus.com).

Be sure to indicate how you heard about this program. Individuals inquiring after June 15, 2008 may no longer be eligible.

See page 2 for **EIR Program Details**.

## **EIR Program Details**

### Unitus New Ventures

*How can we reach more of the world's poor?* Just as Unitus accelerates the growth of high-potential microfinance institutions (MFIs), we are now looking to partner with social entrepreneurs in developing economies that have ideas for other scalable, replicable models with the potential to dramatically drive employment and income generation for the poor. This initiative was launched in early 2008 as Unitus New Ventures. The New Ventures team is led by veterans from business development, microfinance, and technology start-up fields.

### Focus

New Ventures is looking for innovative and scalable initiatives that economically empower the poor in India and Sub-Saharan Africa. The following areas are of particular interest:

- Mesofinance capital: Provide next-step loans to *small enterprises* in regions where group lending models of microfinance are not able to provide sufficient loan sizes to meet the needs of these small enterprises.
- Insurance and savings: Develop health/life/agricultural insurance and savings solutions to provide safety nets that enable the working poor to take business risks.
- Microfranchise businesses: Develop packaged product and service business opportunities for franchising by targeted clients of microfinance institutions.
- Workforce ventures: Scale the most promising skilled-employment training, certification, and placement services in areas of large numbers of informal service providers.

### Program Commitment and Benefits

#### Commitment

- 6-month term on a full-time or near full-time basis; can be extended to a 2<sup>nd</sup> 6-month term
- Substantial time in-market: India or Sub-saharan Africa
- Frequent meetings with Unitus New Ventures team
- Creation of a business plan and/or operational plan

#### Benefits

- Optional access to work space and resources (computer, supplies etc.)
- Travel expenses
- Contacts to Unitus network of partners and Unitus employees
- EIRs may be eligible to receive a stipend

Questions? Contact [eir@unitus.com](mailto:eir@unitus.com)