

ANNEXURE 1

About SEWA

SEWA Bharat (www.SEWAbharat.org) is the All India Federation of Self-Employed Women's Associations that works with women workers in the informal sector in 18 states. In all these states, SEWA is involved in organising women workers and their development through Self Help Groups, Co-operatives and Federations. With over 2 million active members across 18 states, SEWA Bharat's reach in the development sector is ever expanding. SEWA Bharat supports development programs and activities that organize women so they can aim to achieve full employment and self-reliance for all its members. SEWA Bharat is a family of SEWA organizations to further informal women workers' rights, livelihoods, financial independence, education, health and social security.

Overview

SEWA Bharat and BMGF started the conception of MOVE: Mahila Owned Viable Enterprises in November 2018. The intervention was aimed to create 'evidence-backed, replicable methods of empowering women, by building women's collectives through an integrated approach of rights and development which can be used by the rest of SEWA, other practitioners and government programmes to promote women's economic empowerment.'

We have set up an in-house Enterprise Support System, which incubates and accelerates enterprises. The current cohort has 6 enterprises, all of which have some common needs: access to finance, strategic support, compliance support, marketing and some enterprise specific needs. The ESS team is a group generalists and specialists who support all cohort enterprises for a period of three years.

Scope of Work

The ESS is looking for a Business Associate who will assist all cohort social enterprises in getting access to capital to enable business growth, assist enterprises in developing business plans and provide support as per need on strengthening business review capacity.

Tasks & Deliverables

- 1.1 Linking Cohort enterprises to Capital
 - a. Identify need for capital and potential sources of capital (private, bank, government)
 - b. Assist enterprises end to end in process of getting capital
 - c. Monitor usage of capital and assess impact of investment
- 1.2 Assist enterprises in developing business plans
 - a. Support cohort enterprises in developing 3-year business plans
 - b. Consult with sector experts in process of developing business plans
 - c. Monitor effectiveness of business plans
- 1.3 Develop the business vertical at ESS
 - a. Assist enterprises as per need in developing pitch decks for investors / partners
 - b. Arrange quarterly business reviews with all enterprises
 - c. Develop templates as per need

Key skills required

1. Prefer candidates with CFA Level I cleared or more
2. Trained in reading financial statements
3. Understands basics of banking and finance