



Vice President of Global Partnerships

Want to restore vision for millions of people in frontier and emerging markets? Looking to combine the best of business and social impact practices?

VisionSpring, an international social enterprise, seeks a Vice President of Global Partnerships (GP). The VP will lead the expansion of a global partner network to deliver more than 5 million radically affordable eyeglasses to low-income consumers by the symbolic year 2020. The VP will shape and deliver key market and sector specific strategies, cultivate high impact channel partnerships, oversee product sourcing and logistics, and develop an all-star field team. The VP is a member of the senior leadership team reporting to the President and will be based in New York City.

About you

- You are a tenacious sales person by nature – persuasive with sharp business instincts.
- You are a problem solver. You want to understand the systemic dysfunction of the optical market and positively disrupt it in order to serve people earning less than \$4 per day.
- You are a social entrepreneur. You view the constructive tension between achieving sales and social impact targets as an exciting intellectual challenge.
- You set and drive ambitious growth plans.
- You stay focused on high yield opportunities and approaches that can be replicated again and again. Interesting one-offs are a distraction.
- You have developed strategic partnerships in emerging and frontier markets based on knowledge of each parties' motivations, assets and constraints.
- You are a player coach, equally comfortable as a deal lead as well as a manager of a scrappy, geographically dispersed business development team. You delegate to those closest to the customer.

About us

- At VisionSpring we are creating access to affordable eyewear, everywhere.
- We are motivated to make a difference for the 544 million people who could have their vision restored with a pair of reading glasses, 90% of whom live in low and low-middle income countries. For low wage earners who must see clearly to perform up close tasks for their livelihoods, developing blurry vision during prime working years erodes their earning power and ability to support a family.
- VisionSpring was founded on this basic principle: "If you can't see well, it's hard to do well." In the years since, VisionSpring has broadened our scope to include prescription eyeglasses, particularly for students, with the understanding that "if you can't see well, it's hard to learn."

- Studies show a pair of simple reading glasses increases productivity 35% and has the potential to increase monthly income by 20%. Additionally, for students, eyeglasses alone increase learning outcomes by the equivalent of 9 months of incremental schooling.
- The optical market has failed to meet the needs of the working poor and low-income students. We are working to rectify that through the sale and distribution of high quality, affordable eyeglasses to ‘base-of-the-pyramid’ consumers.
- This year we will sell our 3 millionth pair of eyeglasses to consumers living on less than \$4 per day, and aim to reach 10 million people by 2020.
- As a social enterprise, we are part of an international development paradigm shift. We believe models that blend earned and philanthropic revenue can deliver significant, scalable impact.
- With a robust and growing portfolio of supporters of leading national and international foundations (including the Skoll Foundation, Mulago Foundation, and Jasmine Social Investments), an innovative partnership with Warby Parker and a growing cadre of long-term, major donors, VisionSpring is poised for significant expansion.
- We believe in scaling our impact, not our organization. We are a lean team of doers.

What you’ll do

Program Growth & Excellence

Develop business unit strategy and intervention design

- Develop sector and key market strategies to deliver against VisionSpring’s 2016-2018 strategic plan and 2020 goal of distributing 10 million pairs of eyeglasses.
- Position eyeglasses as an accelerator for achieving a broad range of development objectives associated with livelihoods, primary care, academic achievement, digital economy and financial inclusion, road safety, and supply chain productivity.
- Identify mass market approaches to dramatically increase the availability and uptake of reading glasses in low-income settings.
- Develop a package of technical assistance for partners integrating basic vision screening and reading glasses into their existing services.

Manage performance and disseminate learnings

- Develop annual budget and operating plans for the Global Partnerships business unit.
- Manage P&L and monitor Key Performance Indicators (KPIs). Oversee field data-collection and impact assessment. Adjust course as needed to achieve targets.
- Work with partners to develop and disseminate case studies and lessons learned among peers, global alliances and the social entrepreneur community.

Partner Network Management

Cultivate high impact partnerships

- Expand wholesale distribution channels through strategic collaborations. Oversee partnership pipeline growth and key account management.
- Leverage a new B2B e-commerce platform and online partner portal to better serve your growing network of international partners.

Develop field-based sales team

- Recruit, train and support consultants in key markets who are responsible for local business development and provide partners with assistance launching vision initiatives.

Procurement and Product Sourcing

- Work with VisionSpring's manufacturers to develop new products and designs, and pursue new procurement methods.
- Ensure VisionSpring delivers on its promise to deliver radically affordable, high quality, attractive eyeglasses. Be responsive to customer preferences and feedback.
- Oversee sourcing logistics.

Investor & External Engagement

- Collaborate with our Development team on proposal development and effective reporting. Facilitate field visits and due diligence as needed.
- Represent VisionSpring at conferences and industry events particularly relevant for partnership development and best practices sharing.

What's required

- Master's degree in relevant field
- 10 years professional experience
- Track record of delivering year-on-year sales growth and strategic partnership development
- Lived and/or worked in low-income settings in Asia, Latin America or Sub-Saharan Africa
- Experience managing a geographically disparate, and culturally and linguistically diverse team
- 30-40% travel
- Legally authorized to work in the US. (Under special circumstances we may consider visa sponsorship.)
- Fluency in English and exceptional communication skills
- Preferred candidates will have experience with *a selection* of the following:
 - International sales and/or distribution channel management
 - Product sourcing and global logistics
 - Monitoring and evaluation practices to quantify social impact
 - Language: French, Spanish, Mandarin, Bengali, other
 - Leveraging CRMs for customer and opportunity tracking
 - Optical, eye care or other health experience

Compensation: VisionSpring offers competitive benefits, including: health insurance; generous vacation/personal time; 401K; and flexible spending accounts (health and dependent care).

To apply: Please submit an application including a thoughtful cover letter and résumé to talent@visionspring.org. Include your last name and "VP of GP" in the subject line. The application deadline is May 27, 2016.

Only candidates to be interviewed will be contacted.

VisionSpring is an Equal Opportunity Employer.