

Terms Of Reference

Position title: Team lead for student engagement program

Organization: Aflatoun

Location: Remote/in-field (Bangalore for now, potentially other cities)

Job type: Consultancy

Remuneration: Between Rs.120,000 and Rs.170,000 (1400 Euro to 2000 Euro) per month depending on level of experience, all-inclusive.

Deadline 9 June 2023

The Organization

Aflatoun International is a non-profit organization, which offers social, financial & entrepreneurship education to children and young people worldwide, empowering them to make a positive change for a more equitable world. Aflatoun creates high-quality curricula for different age groups, which are contextualized to local needs and circumstances, and are implemented by over 300 partner organizations in 101 countries. Aflatoun programmes inspire children to discover their talents and put them to use, to stand up for their rights and those of their communities through active learning and problem-solving. They learn how to save, how to budget, and how to set up social and financial enterprises that benefit themselves, their families and their communities. Aflatoun has been recognized globally (Brookings, Harvard, HundrEd, Million Lives Club) for its high-impact, low-cost model, which has shown to be effective in changing behaviors of participants across the globe.

By using a social franchise model, Aflatoun transfers curricular content, monitoring and evaluation tools, and training capacity to partner organisations, helping them enhance their existing expertise and create an efficient learning ecosystem. Aflatoun's programmes follow an active-learning, participant-centered methodology, which combines social and financial education (SFE) through engaging participants, educators, government institutions and civil society organisations.

We are currently looking for a team lead to support our engagement with private educational institutions to join our mission.

Purpose of the consultancy

The team lead will be responsible for nurturing relations with private educational institutions and building a cohesive student engagement team.

The team lead is expected to deliver the below:

Deliverable 1: Establish a relationship with 5 new educational institutions in 2023 in order to reach a total of 2850-3000 students with a 20-session program during the school year of 2024-2025.

Deliverable 2: Manage the relationship with the 8 educational institutions and ensure renewal with a

deepening of the relationship.

Deliverable 3: Manage the education team & ensure that the team is delivering the program as per the standards set.

Other Areas of Contribution

- Positively contribute to team discussions and the effective running of the organization;
- Cross-departmental collaboration, and compliance with organizational policies and procedures including submitting monthly timesheets;
- Promote Aflatoun's work on social media;
- Perform other duties and tasks, consistent with the skills and expertise, as required in non-routine circumstances;

Required Skills & Qualifications

- At least 10 years of work experience in the areas of classroom delivery & standardization, finding ways to stay connected to different age groups, leveraging technology in classrooms to find the ideal hybrid (technology + physical) student experience, and relationship management.
- Demonstrated examples of long-term relationships in education/business/government settings
- Strong people, project, and budget management skills, including demonstrated wins on donor-funded projects.
- Loves working with young adults in & outside classroom settings
- Analytical, critical thinking, and strong problem-solving skills
- Academic degree in a related subject
- Fluent in written and spoken English (required). Knowledge of additional languages such as Kannada, Malayalam, Tamil, Odia & Hindi would be an advantage.
- Ability to multi-task and work under pressure.
- Ability to work effectively in a small team in an international environment.
- Strong computer skills, including sound knowledge of Windows and Microsoft Office applications, including Outlook, Word, Excel, and PowerPoint.
- **Hustle**: while Aflatoun is a 16-year-old organization, the outreach to private educational institutions is new ground and you would need to be willing to go beyond this JD.
- Travel is expected between 100 to 400 kms. A total of 12 days of travel will be needed per month.

Hiring Details

The position is for a Consultancy period of one year that is renewable based on mutual agreement by both parties. We offer a dynamic and pleasant multicultural working environment.

Due to the nature of Aflatoun's work with children around the world, specific attention is drawn to Aflatoun's Child Protection Policy and its Policy on the Protection of Sexual Exploitation and Abuse (PSEA). These two policies are required to be signed by consultants and forms part of the consultancy contract. The applicant commits to zero tolerance toward sexual exploitation and abuse.

With your updated CV & cover letter, please complete this short exercise. Respond to as many as you can!

- Have you handled relationships over a period of time in a B2B setting? If yes, articulate how that relationship got strengthened with your intervention. Were you able to expand the income received /partner contribution?
- Indicate how you were able to work in classroom settings with different age groups. With a team? Articulate that as well. Please!

Reaction

Please send in a CV and a cover note to <https://aflatoun.bamboohr.com/careers/193> no later than June 9th 2023. If you have any additional questions regarding the position please contact chitra@aflatoun.org