

## INTERNSHIP OFFER

*From March/April 2017, 4-6 months, Zurich (Switzerland)*

### 1. Hystra

**Who we are:** Hystra is a global consulting firm that works with business and social sector pioneers to design and implement hybrid strategies and innovative business approaches that are profitable, scalable and eradicate social and environmental problems.

In order to “be the change we want to see in the world”, Hystra itself is a hybrid consulting firm – a for-profit tool for social change. Hystra’s team combines top-tier business strategy consultants and senior entrepreneurs with a passion for development, present in 12 countries.

**Who we work for:** Since 2009, Hystra has worked in over 20 countries for over 50 clients:

- Large corporations (such as Danone, Ericsson, Engie, Lafarge-Holcim, Orange, Total, Unilever, Veolia...) who realize that a majority of the world’s population does not buy their products; and that this is the largest untapped growth opportunity aligned with their corporate mission, capabilities and aspirations of their most talented managers
- Citizen sector organizations (such as Solar Energie, Ashoka, ICCO,..) who realize that engaging business is necessary to reach the scale of impact they aspire to
- Established or new development players (Governments, Foundations, NGOs, Development agencies and Social investors) who realize that getting business and citizen sector organizations to cooperate is a huge unleveraged opportunity (examples include AFD, DFID, GIZ, Shell Foundation, Gates Foundation, ClIFF...).

We often bring our clients together in consortium, as we believe that cross-sector collaboration is a critical requirement for any large-scale social impact.

**What we do:** We help our clients:

- Scan the world for the most innovative market-based solutions to a particular social problems and rigorously assess their social impact, business model and scalability
- Design creative strategies that enable to scale up these innovations, develop robust business plans and identify partners with the right set of skills and assets
- Design the appropriate organizational mission, structures and management processes to carry out these strategies, with a particular focus on addressing cultural issues and building capabilities in our clients teams
- Set up or replicate these strategies, providing local implementation support through our global network and helping find the right partners to implement projects.

Since its creation, Hystra has conducted in-depth sectoral studies on clean energy, safe water, affordable housing, ICT-based business models for development, infant nutrition, sanitation, marketing of innovative devices for the BoP, and smallholder farming (all reports available at [www.hystra.com](http://www.hystra.com)), designed new strategies to serve low-income communities with home improvement packages, irrigation pumps, solar lights, safe water, and improved nutrition products, prepared business plans for pioneering social businesses, supported the creation of a social impact fund and advised development agencies on the support they could bring to private players involved in development.

## 2. Position Description

The intern will be working for our Zurich office, Switzerland. Some specific responsibilities will include:

- Researching and analyzing best practices on market-based approaches serving the “Base of the Pyramid”
- Preparing and conducting expert interviews (social entrepreneurs, business leaders, NGO managers, etc)
- Preparing and presenting proposals and client documents
- Actively participating in team meetings
- Other as required.

## 3. Qualifications

Candidates should combine an **analytical mind and an entrepreneurial spirit**.

They should have a **deep commitment to solving social issues** and experience in the emerging world.

They should be motivated by a **fast-paced start-up environment** and flexible in their work arrangements, be ready to **take responsibilities and work under tight deadlines**, have experience **working in teams as well as independently**, and show **initiative and pro-activity**.

More specifically, the intern will demonstrate the following skills:

- Excellent English written and oral communication skills, including ease in conducting phone and face-to-face interviews, and proficiency in preparing presentation in PowerPoint.
- Strong quantitative skills, at ease with analyzing financial data and proficient in Excel
- Attention to details, commitment to follow-through and self-organization
- Excellent interpersonal skills, within a team as well as with clients and partners
- Total fluency in English, and ideally French. Additional language a plus
- Experience with social media a plus

Lastly the successful candidate will have previous **work experience in a top management consulting firm or a demanding corporate environment**, and at least one of the following:

- **Work experience “in the field”**, or stay (more than 3 months) in a developing country
- **Personal involvement in social initiatives**.

## 4. Work arrangements

The intern will work in Zurich, together with our Hystra Switzerland Partner. Traveling might be required on specific assignments. Working partly from home an option.

The internship will last 4-6 months, starting in March/April 2017.

The intern will be compensated financially for his/her work, depending on experience.

## 5. To Apply

Please send a cover letter (including your dates of availability) and resume at [internship@hystra.com](mailto:internship@hystra.com), with “Internship Position Zurich – 2017” in the subject line.