

## INTERNSHIP OFFER

*Position available from July or September 2013, minimum 4 months*

### 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 with:** In four years Hystra has worked in close to 20 countries serving 25 clients:

- Large corporations (such as Danone, Ericsson, GDF Suez, Lafarge, Orange, Total, 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, Shell Foundation, Gates Foundation, CIFF...).

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 in 2009, Hystra has conducted in-depth sectoral studies on clean energy, safe water, affordable housing and ICT-based business models for development, 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 and supported the creation of a social impact fund.

## 2. Position Description

The intern will be working in close contact with managers and partners, thus learning from experienced consultants, on various assignments as needed. Specific responsibilities will include:

- Researching and analyzing best practices on market-based approaches serving the “Base of the Pyramid”, for publication in reports such as those featured on Hystra website ([www.hystra.com](http://www.hystra.com))
- Preparing and conducting expert interviews (social entrepreneurs, business leaders, NGO managers, etc)
- Reviewing and analyzing social enterprise business plans
- Preparing and presenting proposals and clients’ documents
- Actively participating in team meetings
- Other as required.

## 3. Qualifications

Candidates should combine an **analytical 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**.

They should feel comfortable with presenting their work to high executives, as well as organizing workshops with social entrepreneurs, or interviewing farmers “in the field” in developing countries.

More specifically, the intern will demonstrate the following skills:

- Excellent 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
- Fluency in French and English – additional language a plus
- Experience with social media a plus

Finally 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 Hystra's head office, located in Paris. Traveling might be required on specific assignments.

The internship will last at least 4 months, starting in July or September 2013.

The intern will be compensated for his work in line with the intern's school policy.

### **1. 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 – Summer-fall 2013" in the subject line.