

# 60 Decibels Financial Inclusion Lead

[60 Decibels](#) is a tech-powered impact measurement company that makes it easy to listen to the people who matter most. We've been in business as an independent entity since early 2019, when we spun out of the global Impact Investor [Acumen](#).

We believe that the best way to understand social impact is by talking to the people experiencing that impact. It sounds obvious when you say it, but that is not the typical practice for many impact investors, corporations and foundations working to create social change.

We collect social Impact data directly from beneficiaries (customers / employees / suppliers) using our network of 1000+ trained researchers in 70+ countries. We do it quickly and without the fuss typically associated with measuring social impact. Our researchers speak directly to customers to understand their lived experience; and our team turns all this data into benchmarked social performance reports, with accompanying insights, to help our clients demonstrate and improve social performance.

60\_\_decibels

By making impact measurement simple, scalable, and comparable, we not only enable organizations to improve their products and services; we also help transform what it means to credibly measure impact, ensuring that the voices of those who matter most are always part of the story. **If you're similarly passionate about our mission and excited about the opportunity to help grow a dynamic business, we're looking for a Financial Inclusion Lead to join our leadership team.**

**About the role:** This is a senior role at 60 Decibels, to take the helm of one of our top strategic initiatives and scale it. In so doing, the 60 Decibels Financial Inclusion Lead has the opportunity both to accelerate a change within the financial inclusion sector—to make the collection, use, benchmarking, and sharing of client-level outcomes the norm—and to spearhead an evolution of 60 Decibels into a company whose core offering is fully comparable social performance data.

Specifically, your responsibilities will include:

- Take leadership of the 60 Decibels Microfinance Index initiative, doubling its size (to 150+ participants) in 2022-23 while laying the foundation for further expansion.
- Lead all elements of the Financial Inclusion Index product: product design, outreach strategy, structure, sales, marketing.

## 60 \_decibels

- Develop the strategy for expansion of the 60dB Index- and non-Index products in financial inclusion (e.g. potentially develop and launch at 60dB FinTech Index).
- Represent 60 Decibels externally in the financial inclusion sector, developing relationships with leading industry bodies and increasing the 60dB share of voice with key partners, industry bodies, and in the media.
- Run point on 60dB financial inclusion project work globally, interacting closely with team members on all aspects of product design and execution.
- Partner closely with 60dB Sector Leads (Kat Harrison, Venu Aggarwal) and with the 60dB Managing Director (Kasia Stochniol), as well as with the 60dB CEO (Sasha Dichter) on all aspects of client work, ensuring consistently improve our standard of work across the board.
- Generate new business opportunities with prospective clients in financial inclusion, and take ownership of the end-to-end sales cycle: lead generation, getting the first meeting, communicating 60 Decibels' value proposition, writing proposals, and closing sales
- Model our company values

One final note about the responsibilities for this role: to date, 60 Decibels' work in financial inclusion, and the 60dB Microfinance Index in particular, has been led by our Co-Founder and CEO, Sasha Dichter. This newly-created role is an opportunity to partner closely with Sasha, and then ultimately to take full ownership of 60dB's work in financial inclusion.

**About You:** First and foremost, you bring compassion and dedication to this work because it matters to you.

You are an established thought leader in financial inclusion, someone who is as comfortable talking with investors and LPs; C-suite leaders of MFIs and fintechs; and microfinance and financial inclusions clients around the world.

You are an effective salesperson and communicator who thrives on getting out there and spreading the word about what 60 Decibels has to offer and why it matters.

You're a problem-solver and builder. Our product is serving a specific need in our market, and we're seeking to expand that. You will bring significant direct experience and an established network of professional contacts through 10+ years working in financial inclusion or impact investing.

Other characteristics that will help you succeed in this role and be a great cultural fit: you have a bias towards action—you get your hands dirty—and you actively tackle problems in ways that lead to great outcomes. You successfully balance flexibility and rigor, and embrace taking strategic risks and growing from mistakes. Ultimately, you are eager to do the work to build something new and (we hope) important to the world.

We also expect that most candidates will have had the following experiences / attributes. If your experience set differs, but you think you're the right person for the job, say that in your application.

- Deep experience in financial inclusion, specifically in impact measurement
- Direct sales, investor relations or fundraising experience: you can demonstrate that you've had success in sales, and you have 10+ years of relevant client-facing professional experience.
- Superb communication skills, both verbal and written. You are a confident and experienced multi-level communicator and an engaging presenter.
- Great core skills of problem solving, analysis (including statistics), and project management. And great soft skills, plus the understanding that they're not really "soft" at all.
- Knowledge and passion about supporting business to tackle global challenges, and first-hand appreciation for the role that good stakeholder engagement can play to make that happen.
- Comfort in a fast-paced, entrepreneurial environment; awesome ability to prioritize and manage multiple workstreams; general interest in and orientation to technology.

60\_\_decibels

## Interested in applying?

**Deadline:** Candidates are encouraged to apply early, as applications will be reviewed on a rolling basis. The deadline to apply is July 15.

**Location:** The Financial Inclusion Lead will ideally work in one of our offices in Bengaluru, London, Nairobi or New York. In exceptional circumstances we will consider a remote-first candidate located in other geographies. Non-remote candidates must be legally authorized to work in one of our four geographies.

**Compensation:** 60 Decibels offers a competitive salary and benefits package and the opportunity to work in a flexible, fun and supportive environment. In New York, the compensation for this position is \$100,000-\$150,000, plus cash/equity incentive pay, commensurate with qualifications. This range will be adjusted according to costs of living in our Bengaluru, London and Nairobi offices, or to the cost of living in another remote location.

**Application:** To apply please fill out [this application form](#) where you will be asked to upload:

1. Your resume
2. Two short videos (1-2 minutes per video) in which you respond to the following questions:
  - a. Video 1: Please introduce yourself and describe what excites you about this role
  - b. Video 2: Share with us either why you think stakeholder engagement matters, or what could be improved about the way impact measurement is done today in microfinance/financial inclusion.

We're excited to hear from you!

## Want to get to know us a little better?

60\_\_decibels

- > Sign up to receive [The Volume](#), our monthly collection of things worth reading.
- > Visit our website at [60decibels.com](http://60decibels.com).
- > Read about our team values [here](#).