LOCATION: Remote; option of GMT-5 or GMT+3 time zones, depending on candidate location
TERM: 3 months with full-time commitment
COMPENSATION: small stipend
EXPECTED STARTING DATE: May/June 2021
APPLICATION DEADLINE: February 8, 2021

SUMMER ASSOCIATE

ABOUT US

Instiglio is a non-profit consulting firm whose goal is to reshape expectations, raise performance standards, and maximize the impact of the development community. To do so, since our founding in 2012, we have pioneered novel Results-Based Financing (RBF) and Performance Management approaches in developing countries to ensure that every dollar invested in solutions to poverty has the greatest possible impact. Instiglio is helping to build a global results movement in major social sectors, including livelihoods, agriculture, education, health, employment, and governance.

During our journey, we have worked with a range of actors; including governments (e.g., Governments of Colombia, Peru, Morocco, and Egypt), multilateral development banks (e.g., World Bank, Inter-American Development Bank), development aid agencies (e.g., USAID, MCC, DFID, GAC, SECO), service providers (e.g., Educate Girls, Mercy Corps, World Vision), and private foundations (e.g., IKEA Foundation, UBS Optimus Foundation, Fundación Corona, Fundación Bancolombia).

Instiglio has successfully launched RBF projects in over 25 Latin American, African, and South Asian countries, totaling over $500 million tied to results. Particularly important milestones include the world’s first Development Impact Bond (education, India); the first Social Impact Bond launched in a middle-income country (workforce development, Colombia); the first Outcomes Fund (poverty graduation, Kenya and Uganda); and the launch of performance-based contracts with governments in Africa (employability, Morocco). Instiglio has also advised pioneer RBF transactions in the areas of agriculture and rural development in Colombia and Peru with the Canadian (GAC) and Swiss (SECO) development aid agencies, respectively. Furthermore, Instiglio has increasingly supported governments in strengthening their systems of delivery through multi-year reform processes.

We are a diverse team of 50+ people, representing 10+ nationalities, with offices in Colombia (HQ), Kenya, Morocco, Peru, and the USA. Our team of practitioners has extensive development and government experience, including previous roles in impact evaluation (e.g., J-PAL), development banks (e.g., World Bank), country governments (e.g., Rwanda Ministry of Finance, Colombia’s National Planning Department, Congress of Colombia), and research (e.g., Harvard’s Center for International Development).

THE ROLE

Instiglio offers a unique work experience at the intersection of the private, public, and social sectors. We provide associates the opportunity to engage with a fast-paced result-oriented environment; experience first-hand the fundamentals of a growing global business; and contribute to the momentum of the results movement in international development. You will have the opportunity to use your quantitative and research skills to generate and disseminate knowledge about the impact and potential of Results-Based Financing in international development. Your work will be critical to the success of our efforts to educate policy and decision makers on how to best apply RBF instruments in different contexts. You will work on solutions to problems that do not yet have answers. Your drive for impact and curiosity will help us get closer to ensuring that every cent spent on social programs is used more effectively. Tasks may include:

- Describing and interpreting graphs, analyzing data and applying statistical concepts (e.g. mean, SD, regressions) to draw actionable insights/hypotheses.
- Proposing and structuring data analyses and testing hypotheses.
- Participating in the preparation of proposals and client deliverables.

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Articulating the technical components of RBF in an eloquent and accessible manner in deliverables.

Developing technical components of RBF instruments from scratch by assessing considerations and trade-offs unique to each design.

Contributing to the execution of change management plans for clients and stakeholders across sectors, and in the creation of proposals for clients, using clear communication.

Actively improving our RBF services and our delivery systems.

Analyzing and understanding all the dimensions of RBF including economic and complex technical concepts.

**REQUIRED QUALIFICATIONS**

- **Experience**: Relevant work experience in international development and/or in the public sector.
- **Education**: Master’s degree (in progress) in economics, international development or related fields.
- **Language skills**: Exceptional written and oral communication skills in English C2.
- **Skills**:
  - Exceptional problem-solving and structured thinking skills.
  - Ability to work well with people from different backgrounds and build trust.

**PREFERRED QUALIFICATIONS**

- **Experience**: Work experience in a consultancy.
- **Knowledge**: Results-based financing mechanisms and/or experience related to the field.
- **Language skills**: Full professional written and oral proficiency in Spanish and/or French.

**HOW TO APPLY**

Please apply [here](#), submitting your CV and cover letter (in English). In your cover letter answer the following questions: (1) Why are you a good fit for this role? (2) What is your motivation to apply to Instiglio? Please indicate your location / preferred time zone in your application. Only candidates selected for an interview will be contacted.