Position: Global Partnerships Training Associate

Location: Mexico City, Mexico
Type: Full-time

Job description

VisionSpring is looking for an extraordinarily bright, passionate and socially-minded individual to join our Global Partnership (GP) division. VisionSpring has developed and implemented innovative eye care models in several countries around the world. However, in order to reach over half a billion people in need of our services, VisionSpring needs to partner with companies, NGOs and social enterprises to replicate its model. VisionSpring has developed a strong network of partners in Latin America which are in need of on-going evaluation and support. The GP Training Associate will play a critical role in the development and optimization of our Partnership program by creating and implementing training processes with our Partners. The Training Associate will also be responsible for identifying new partnership opportunities in the region. The ideal candidate will be equally passionate about hitting his/her goals as they are about making a positive impact on the world. The position will report and work closely with the Director of Global Partnerships, who is based in VisionSpring’s New York office.

About VisionSpring

VisionSpring’s mission is to ensure that everyone in the developing world has access to eyeglasses. For many in the developing world, the lack of access to affordable eyeglasses results in the unnecessary loss of educational and employment opportunities and a lower quality of life. Founded in 2001 by Dr. Jordan Kassalow, VisionSpring addresses a critical need by providing access to high-quality, affordable, and culturally appropriate optical goods and services to those living in hard to reach, low-income communities. VisionSpring has grown into a globally recognized social enterprise that has reached more than 1 million individuals with reading and prescription glasses, restoring vision to the working poor and school aged children in the developing world.

VisionSpring has been internationally recognized by the Skoll Foundation, the Aspen Institute, and the World Bank. Dr. Kassalow is a three-time winner of Fast-Company’s Social Capitalist Award, the inaugural winner of the John P. McNulty Prize, and most recently featured by Forbes Magazine as one of thirty top social entrepreneurs in the world.

Responsibilities

The GP Training Associate will become an important member of the VisionSpring team by implementing and improving training processes (1/3), monitoring and evaluating partners (1/3) and developing new leads for new partners in the region (1/3). The Training Associate will have to attend short-term training (5-10 days) in El Salvador to learn all aspects of the VisionSpring model. Specifically the Training Associate will be responsible for:

- Training partners on how to implement the VisionSpring model
- Interfacing with partners on a monthly basis to provide program support and evaluate progress
- Advising partners on best practices, strategies and tactics for improving sell-through
- Traveling to evaluate and support regional partners (up to 30%)
- Developing implementation plan with Partner teams and ensuring they stay on track with their targets and sales plans
- Developing standard partner evaluation forms, training and marketing materials

**Desired Skills and Experience**

- Bachelors degree required
- 2-5 years of private/social enterprise/non-profit experience
- Experience with partner management/training is strongly preferred
- Enthusiasm for connecting and working closely with various players in the non-profit/social enterprise space
- Ability to speak Spanish fluently is required. English fluency is preferred
- Salesforce or other database management experience is preferred
- Goal-oriented; driven to work against strict targets
- Excellent communication skills (both written and verbal)
- Excellent recommendations
- Knowledge of BOP marketing strategies is preferred
- Confidence to work independently, and without direct supervision
- Strong work ethic and a positive ‘can-do’ outlook
- Sense of humor, a passion for doing good in the world, and introducing American colleagues to the best Mexican cuisine are a bonus

**Compensation**

The Training Associate will be hired on a short term (3-month) contract. At the end of this period, the Training Associate will be evaluated and offered a full-time position if he/she has met or exceeded performance expectations.

**Does the above sound like a great fit?** If so, please complete the following steps; applicants who do not complete all three steps will not be considered.

1. Email your cover letter and resume to Caroline, cmisan@visionspring.org
2. Watch the VisionSpring Training Video: https://vimeo.com/43534074, password ‘visionspring’
3. Create your own video presenting the following scenario:
   a. Pretend you work for VisionSpring and you are in charge of conducting a training session with a new partner. The partner has never provided this type of service before and therefore you have to briefly explain the benefits you will provide in the training
   b. Using the information you have learned from the Training Video, as well as any other information you know about VisionSpring, create a short (5 minute or less) video which gives an overview of the training process.
   c. Please provide the link to Caroline

**Timeline:** We will review applications starting on the first week of August; expected start date is September 1.