



Corporate Strategy Associate

About Airfox:

Airfox is on a mission to accelerate financial inclusion in emerging markets, beginning with Brazil - the 5th largest country in the world, with a population of over 200 million individuals. Airfox has developed an innovative, digital solution to seamlessly provide digital banking, payments, and credit solutions to the tens of millions of underbanked Brazilian consumers nationwide, which aims to alleviate the variety of burdens and high costs related to the deeply entrenched banking industry. Our mission is to empower millions of families to take control of their life with the use of simple, low-cost financial services through their smartphone. Additionally, we are developing financial services aimed at merchants to enable them to invest and grow their businesses. We recently announced a partnership with one of the largest retailers in Brazil, Via Varejo (BVMF: VVAR3), which is a multi-billion dollar, publicly-traded company, in order to develop and launch financial service products for their customer base of over 40 million individuals. It's a particularly exciting time, filled with the intensive challenges related to undergoing our hyper-growth phase, and we're looking for top-tier talent to help us execute on our mission! We greatly welcome you to apply to join the Airfox team and look forward to receiving your application.

About our BizOps team:

Airfox's Business Operations and Strategy team works on highly visible, direction-setting strategy and "special ops" initiatives at the corporate level and across all of Airfox's businesses. The team is focused on identifying, evaluating and executing on opportunities to drive growth and/or operational excellence. The work often mirrors the work found at top strategy consulting firms, and investment banks but with a startup spin -- being fast-paced, practical and scrappy (i.e. you won't be staying up until 2am changing font colors). We don't create work just to work -- instead, we analyze select opportunities with the highest possible leverage for impact and diligently develop strategy, rationale, and cross-functional execution plans in a fast-paced, methodical manner. The role offers significant exposure to executive leaders across the company as well as greater responsibility, opportunities for driving high-impact results and career progression than often found in professional services.

1. This is a unique opportunity to be a founding member of the Business Operations and Strategy team at Airfox. Our team partners with senior leadership and cross-functional stakeholders to drive holistic thinking around strategic priorities and provide recommendations that shape the business vision and strategy. We are responsible for building out and driving three critical areas: i) analytics and business insights; ii) corporate strategy formulation/analysis; and iii) strategic planning.

2. We are looking for a Corporate Strategy Associate who is highly skilled, highly self-motivated and highly passionate about forming, and executing upon the strategy, for this special firm. In this role, you will work closely with our leaders to develop, plan, and execute mission-critical initiatives. By joining the early stages of our hyper-growth organization, you'll play an integral part in building the corporate strategy function and the direction of the organization as a whole.

Qualifications:

1. BA/BS degree required from a top-tier academic institution and demonstrated academic excellence; MBA preferred but not required
2. 2-3+ years of experience with a top-tier management consulting, corporate strategy, corporate development, investment banking, private equity, venture capital firm, or equivalent experience
3. Previous experience/exposure in fintech (digital banking, payments, credit/lending) and/or experience with LatAm/Brazilian fintech or banking markets is a strong plus
4. Experience with Looker and/or SQL is preferred but not required

Responsibilities:

1. Work effectively alongside all key business functions (Executive Management, Corporate Strategy, Analytics/Business Intelligence, Marketing, Finance, User Success, Product and Engineering) to coordinate activities and help drive strategic initiatives.
2. Support the BizOps Team with analysis, strategic planning, project management, and management reporting.
3. Assist teams in the framing of complex business challenges, understand the "big picture" quickly, identify key issues, prioritize analysis & drive subsequent analysis to arrive at a well-structured solution.
4. Develop thoughtful strategic analyses and frameworks to help create alignment and prioritization of new opportunities across the leadership team.
5. Assist with ad-hoc strategic projects and quarterly/annual strategic planning process as needed.
6. Derive insights from internal and external data that enables leadership to make critical business and resource investment decisions.
7. Developing an understanding of and staying current with the competitive landscape.
8. Performing quantitative and qualitative analysis on core strategic issues.
9. Generating creative, action-oriented insights and recommendations.
10. Designing and conducting hypothesis-driven tests to assess alternative approaches for solving a business challenge and validating impact.
11. Authoring and delivering high-impact presentations and plans.
12. Working closely with business units to implement recommendations.

Job Requirements:

1. Demonstrated interest in technology, product innovation, and/or financial technology (credit/loans, payments, digital banking).
2. A strategic mindset with strong critical thinking skills and passion for solving ambiguous or complex business issues.
3. An exceptional ability to conduct thorough research, create structured quantitative and qualitative analyses, and translate findings into actionable recommendations.
4. Demonstrated hypothesis-driven problem solving with special ability to build structured quantitative and qualitative analyses; sound business judgement and problem framing
5. Excellent oral and written communication skills and ability to formulate and deliver insights around complex business problems in a thoughtful and persuasive manner
6. The demonstrated ability to ramp up quickly in new areas.
7. A highly collaborative nature with strong interpersonal, leadership and “team player” skills.
8. The ability to “run with the ball” and are comfortable working in a fast-paced, ever-changing startup environment.
9. Self-starter with strong financial and business modeling and analysis skills.
10. Strong proficiency in Excel, PowerPoint, Google Suite (Sheets, Docs, etc.) capabilities.

Benefits / Perks:

1. Healthcare - Dental, Medical
2. Competitive salary
3. Flexible work schedule and ability to occasionally work from home
4. Kitchen snacks, Bevi water, Nespresso, etc.
5. Convenient Downtown location (two blocks from South Station)