

Indonesia Country Director Terms of Reference

Atma Connect is an award winning technology nonprofit building online communities to increase local resilience to natural disasters and chronic challenges. We have a proven on-line/mobile app solution (AtmaGo) that delivers real-time, crowd-sourced solutions and has reached 4 million low income people in Indonesia. Since our 2015 launch in Indonesia, we have built a community of users who share breaking news on fires, floods and emergencies; report problems in their neighborhood; post on jobs and organize community resilience events. Our vision is to build the power of people, helping people in vulnerable communities around the world.

We are seeking a country director who can accelerate growth and impact in Indonesia as the company's management expands internationally. We are seeking an individual who is entrepreneurial, self-directed, experienced, and collaborative. The full-time Indonesia Country Director role is to lead our business development, product development, and growth in Indonesia. Your work will directly impact the experience of AtmaGo users and help grow AtmaGo to engage many millions of Indonesians.

Responsibilities

- Grow revenue and lead business development by seeking grants and leading fundraising.
- Work closely with the product team to drive results and ensure that AtmaGo is delivering on user needs, and fulfilling grant and contract requirements.
- Develop partnerships with organisations to strengthen the AtmaGo platform and extend the reach and impact of the solution.
- Manage the Indonesia-based growth team to increase user acquisition and user engagement so our app can deliver benefits to more users, and ensure field events are conducted per grant and contract requirements.
- Contribute to the work of teams by recognizing, capitalizing on, and nurturing their individual strengths.
- Through leadership of the Indonesia-based field team, maintain and extend partnerships with community and women's organizations to increase the usage of AtmaGo to meet their goals; and with governments to exchange information and generate change.
- Create quarterly and annual OKRs for the Indonesian product, field, and growth teams; create implementation plans to achieve these OKRs; monitor and report progress on grants and contracts.

You...

- Have multiple years of experience in online business development and/or leading and launching national or international technology products, with a track record of taking on increasing responsibility and leadership
- Are a strategic thinker, resourceful, entrepreneurial, a connector of dots and people, a natural problem-solver, and an analytical, data-driven decision-maker.
- Experience in digital strategy, innovative and both online and media savvy.
- Result focused and hands on. Willing to roll up your sleeves and personally do what it takes to achieve success.

- Based in Jakarta, Indonesia
- Fluent in Bahasa Indonesia and English
- Comfortable working remote

Bonus Points For

- Facility with Google Ads, FB ads, digital marketing.
- Previous work with institutional, multi-lateral, and private donors.
- Familiarity with nonprofits. An interest in community resilience and empowerment is helpful, but not required—as long as you are intellectually curious.

Compensation: Contract compensation depends on experience, competitive and commensurate with other positions in the field. We are committed to the personal and professional growth of all staff. Benefits include flexible work hours and remote work.

How to Apply:

- **Applications are due October 11, 2019.** The position is open until filled. We are looking to hire someone as soon as possible, so we encourage you to apply early.
- Email a cover letter, indicating *why you are interested in this specific position and what skills, qualities and relationships you will bring to the organization, a resume, and salary requirements* to jobs@atmaconnect.org. Include the subject line “Indonesia Country Director”

Life on the Team:

- We are a startup, entrepreneurial organization that is constantly refining our work. All team members are expected to help build organizational capacity, including strategizing around program development, developing documentation, supporting communications and fundraising, and participating in professional development opportunities.
- Ability and willingness to learn the tools and strategies for remote working is also expected.
- We strive for a highly participatory, mutually supportive workplace that creates excellent work and allows us to have fun doing it. We are committed to the personal and professional growth of all staff.
- Atma Connect is an equal opportunity employer and committed to a diverse and inclusive workforce. We do not discriminate in hiring or employment on the basis of race, color, religion, national origin, gender, marital status, sexual orientation, age, disability, or veteran status. Women, minorities, persons with disabilities are particularly urged to apply.