

Company description:

We are looking for adventurers who want to make a difference in the fastest growing economies in the world.

Lidya is a fast, easy and secure way for SMEs to secure credit, helping them to achieve their growth ambitions. Its service is helping SMEs to grow, creating wealth and employment, and supporting diversification of the economy. Since 2016, Lidya's proprietary fintech platform has allowed SMEs to apply online, get credit in 24 hours and build a credit history – something that traditional lenders aren't set up to do. Our investors include the founders of Capital One, Lenders Club and SoftBank China, as well as with strategic funds such as Omidyar or Helios.

At this point, we aim at becoming a leading fintech player in Eastern Europe for which we are launching our operations in Poland and Czech Republic. Concretely, we aim at deploying a total of PLN1.7bn in SME loans over the next 5 years in each of these countries.

Job description:

You will be fully responsible for ramping up the expansion of our operations to Poland from scratch, including adapting our product to the local market, negotiating our initial partnerships and acquiring our first clients. A non-exhaustive list of your responsibilities over the summer is the following:

1. Strategy: Develop a pipeline of expansion opportunities that Lidya should consider in 2019 and beyond. Assess market viability for Lidya's products/services in Poland and investigate potential partnerships with enterprise partners, regulators and other private sector players.
2. Customer Acquisition: Qualification, education, closing and launching relationships with clients across relevant sectors including but not limited to Companies in the eCommerce, Consumer Goods, Healthcare and Financial Services industries.
3. Loan Portfolio Growth: Support the evaluation, authorization and approval of loans given to customers including, ensuring that credit appraisals and documentations are completed properly.
4. Recruiting: Developing a "people strategy" to design how to recruit, develop, and retain the best talent in each of our expansion countries.
5. Community Relations: Develop and maintain professional relationships with key contacts in private, public and regulatory entities. You are expected to utilize these relationships to promote Lidya's initiatives and accomplishments throughout Poland. Contacts include corporate executives as well as elected and appointed government officials and their professional staff, educational institutions, professional business associations, and other similarly aligned community and business development organizations.
6. Business Plans & Budgets: You are responsible for the development and implementation of Lidya's annual business plans for Poland. You will also work with our partners to ensure the preparation and presentation of company results and key performance indicators on a monthly, quarterly and annual basis.

Team:

Direct daily exposure to co-founder and CEO, Ercin Eksin (Former COO of Jumia, the first African startup unicorn and Chicago Booth MBA Graduate).

You will become a member of a 4-member team formed by MBA graduates from Columbia and Wharton, bringing complementary skillsets after starting their careers at companies such as McKinsey, JP Morgan or MasterCard.

Requirements:

1. Resourceful, High Integrity, High Impact: You find a way. You do business with trust and transparency and aim to help customers get the credit they need to grow their business. You are committed to relentlessly finding the right collaborations, building trust and converting those relationships into sustainable, win-win partnerships.
2. Experience (preferably commercial) working with an Investment Bank, Management Consulting Firm or in a Business-related role.
3. Bachelor's degree in finance, accounting, statistics, mathematics, engineering, and business-related disciplines (MBA, CPA, or CFA is a plus).
4. Growth mindset and demonstrated experience with managing day to day aspects of client relationships and projects including considerable experience with customer negotiations.
5. Extremely strong communication (verbal, written, graphic) skills in Polish and English, as well as the ability to develop and maintain business relationships. Strong understanding of financial reports, analytic methods, and financial data tools are a plus.
6. Collaborative. You understand you need a team to succeed. You carry along internal stakeholders to ensure they are aligned to support and drive sales and conversion.

Application deadline:

June 29th, 2019

Internship duration:

1 to 4 months. Multiple entry dates in June, July and August.