



# Job Description: Business Models and Reuse Analyst

## About WASH Institute

Water, Sanitation and Hygiene Institute (WASH Institute), established in 2008, is a non-profit organization, dedicated to providing practical solutions to tackle a wide range of water, sanitation, hygiene and environmental issues in India and the neighbouring countries. WASH Institute aims to build the capacities of the sector through programs that provide a) training and academic courses, b) technical advisory and consultancy services, and c) grass roots community WASH programs.

WASH Institute has been conducting extensive training programs for government functionaries, private sector professionals, NGOs, and other practitioners with the objective of effective WASH implementation across the country under its WASH Academy vertical. In addition, our academic campus offers Diploma and Master level courses in sanitation, under affiliation to a leading university.

As part of our WASH Advisory vertical, we provide technical support services to central, state, and local governments in both urban and rural areas to support implementation of Swachh Bharat Mission (SBM) and Jal Jeevan Mission (JJM). Our community WASH vertical is executing WASH infrastructure for underserved communities in 17 locations across 8 states and 1 Union Territory in India.

We are a multi-disciplinary team that tackle complex multi-faceted problems of behaviour change, quality of service, and sustainability of WASH interventions. We are looking for experienced professionals to work with us towards our vision of “a world where all the communities have access to safe, protected and sustainable drinking water and sanitation services, with improved hygiene practices”. We are looking for experienced professionals to join our vibrant team.

## About Project

WASH Institute has been providing technical assistance (TA) to Ministry of Housing and Urban Development (MoHUA) since 2015 for the implementation of Swachh Bharat Mission-Urban (SBM-U). With the funding support from Bill & Melinda Gates Foundation, in its third phase of the TA support, WASH Institute is assisting the ministry to implement SBM 2.0. The objective of SBM 2.0 is to enable 4000+ cities in India to become ODF++ through three key initiatives: a) Toilet 2.0; b) Manhole to Machine hole; and c) Used Water Management (UWM). While the UWM initiative seeks to ensure safe management of used water and other two initiatives aim to mechanize & professionalize sanitation service delivery (Manhole to Machine hole) and redefine inclusive and sustainable sanitation (Public and Community toilets) in India. SBM 2.0 seeks to take urban India to the next level of 'Swachhta'.

In collaboration with MoHUA and the foundation, WASH Institute is executing a workplan for 2023-24 on the three initiatives to accelerate implementation of SBM 2.0. The workplan will design and implement the three components in ten towns and lessons learnt will inform policy/strategy changes for the implementation of SBM 2.0 for 4000+ cities in India. The project will develop sets of documents (guidelines, tenders, etc.) to propel other cities in the path of safe and sustainable sanitation.

<b>Position</b>	<b>Business Models and Reuse Analyst</b>
Number of vacancy	01
Location	Delhi/flexible location, with willingness to travel
Desired Qualification and Experience	Master's degree in Business Administration/ Development studies/ Urban Planning/Engineering/Social Sciences/ and similar other areas with atleast 5 years of relevant work experience
Type of employment	Contract
Duration of contract	Project specific or one year, whichever is higher with possibility of extension

### **Key Roles and Responsibilities:**

The Business Models and Reuse Analyst will be an integral part of the Project Team and will report to the Senior Project Manager and support the Project Team in developing and evaluating business models for project related initiatives and any other operations and development across the Institute's focus areas. The detail roles and responsibilities are:

- Undertake data analysis, identifying opportunities and challenges in development of operational models with the understanding of local regulations, grants, subsidies and incentives in sanitation sector;
- Identifying critical market players and their relation and interdependencies for viability and sustainability of business operations in sanitation projects for target each project towns;
- Conducting market research, identifying and evaluating potential business models for different project initiatives;
- Developing business models that promote and enable the adoption of reuse practices;
- Liaising with Local/State level officials including other sectoral/parastatal agencies and project partners as and when required;
- Identifying potential stakeholders for effective and sustainable business operations with special focus to promote local businesses and entrepreneurs including SHGs;
- Assessing environment, economic and social impact and return on investment for proposed business models;

- Preparing reports, presentations in collaboration with the Project Team and support the Capacity building team in developing training modules as and when required;
- Actively participating in project related meetings, workshops and field visits as and when required; and
- Supporting and rendering services as needed to the Project Team in the completing of project deliverables.

### **Preferred Qualification and Experience**

- Master's degree in Business Administration/ Development studies/ Urban Planning/Engineering/Social Sciences/ and similar other areas with atleast 5 years of relevant work experience.
- Demonstrated work experience in developing business models and financial viability for urban related projects, experience on sanitation and reuse related projects is desirable.
- Knowledge on circular economy principles, Sustainable Development Goals and other National/Global development agendas.
- Relevant work experience with municipal/urban development projects and work experience with government / semi-government / autonomous organizations / NGOs.
- Strong ability to interact with multi-disciplinary team of experts /consultants and facilitate oral and written communication.
- Knowledge of issues in liquid waste management and SBM 2.0 is desired.
- Good command in English and Hindi with excellent writing and speaking skills in English.
- Understanding of water and sanitation sector with strong interest to work in the sector is desired.

### **How to Apply?**

Please share your response to <https://forms.gle/oiEg1HX4ipZHntMqZ> on or before June 18<sup>th</sup>, 2023. Only shortlisted candidates will be contacted.

***WASH Institute is an equal opportunity employer and encourages women candidates to apply. WASH Institute does not discriminate candidates based on age, caste, class, sex, gender, religion, nationality, ethnicity, disability, and health.***