



Beneficial Returns

JOB OPPORTUNITY: CREDIT ANALYST

ABOUT BENEFICIAL RETURNS

Founded in 2016, Beneficial Returns (BR) is a for-profit impact investor whose mission is to expand opportunities for people living in poverty in the developing world. BR invests in growing social enterprises that use market-based solutions to reduce poverty and improve the environment. We believe global poverty can be eliminated and, within their lifetime, every person can have the opportunity to achieve their full potential. Since inception, BR has lent over USD \$15M to more than 75 borrowers from 25 countries.

Our investors are family foundations, high-net-worth individuals, corporations, and faith-based communities that recognize that social enterprises require affordable, mission-aligned capital to deepen and widen their impact. Our borrowers are game-changing for-profits and non-profits working in the fields of sustainable agriculture, renewable energy, water and sanitation, waste, and livelihoods.



Beneficial Returns manages four pools of capital with distinct mandates, underwriting criteria, and credit committees.

- [Beneficial Returns](#), our flagship fund, makes senior, secured loans of USD \$50,000 - \$500,000 to social enterprises in Latin America and Southeast Asia;

- [The Reciprocity Fund](#) provides smaller, unsecured loans to social enterprises benefiting indigenous communities in Latin America and Southeast Asia;
- Miller Center Capital provides recovery and growth loans exclusively to social enterprise graduates of [Miller Center for Social Entrepreneurship](#) (Santa Clara University) throughout the developing world.
- CWI Loan Fund provides loans of \$25,000 - \$200,000 to women entrepreneurs who have been recognized as fellows of the [Cartier Women's Initiative](#). Currently, the Fund lends to impact businesses in Latin America, South and Southeast Asia, MENA, and Africa. The fund will eventually lend to all geographies covered by the CWI.



Beneficial Returns is poised to significantly increase its lending activities across all pools of capital. We anticipate making up to 30 loans amounting to more than USD 5 million in the next twelve months. We are now growing our international team, refining our processes, and strengthening our infrastructure to execute this next level of growth.

ABOUT THE POSITION

The Credit Analyst role is a full-time position created to manage increased lending activity based in Colombia. The Credit Analyst will report to the Credit Manager (based in Manila, Philippines) and Credit Associate (based in Bogota, Colombia). The Credit Analyst's responsibilities fall into three primary areas:

Fund Reporting

Accurate and up-to-date data are crucial to our business as our portfolio grows, and our investors count on us for transparent and reliable reporting. The Credit Analyst will gather and analyze data and generate reports for external and internal audiences. Furthermore, they will work with the rest of the credit team to continuously improve BR's management information system, ensuring its responsiveness to BR's dynamic business.

Portfolio Management

The Credit Analyst will collect and review borrower compliance with financial covenants and reporting requirements to monitor our portfolio and quickly identify problem loans and opportunities for further lending. The Credit Analyst will consult on underperforming loans but will not be responsible for negotiating, restructuring, or enforcing provisions of the loan agreements.

Underwriting

Because Beneficial Returns' long-term success is a direct function of making prudent, high-impact loans, underwriting will be one of the Credit Analyst's focus areas, guided by the Credit Associate (based in Bogotá, Colombia). This includes screening prospective borrowers, collecting, analyzing, and synthesizing financial and impact data, and writing thorough credit memoranda. The Credit Analyst will work collaboratively with other staff members and potentially interns under tight deadlines.



IDEAL PROFILE

Beneficial Returns seeks a savvy lending professional passionate about using finance to tackle global poverty. A genuine spirit of service and deep curiosity are requirements for this work.

As a critical member of a small team, this position will be a visible representative of Beneficial Returns to all our stakeholders, including borrowers, investors, credit committee members, and supporters. As such, we're seeking candidates who have outstanding interpersonal qualities to complement the deep analytical skills required of a Credit Analyst. Candidates must have unimpeachable ethics, street smarts, excellent judgment, and a willingness to be a hands-on contributor in what is still a start-up operation.

QUALIFICATIONS

Candidates should demonstrate excellent financial and quantitative skills, ideally with some finance experience in commercial lending to non-investment grade companies and across industries, including agriculture and energy. Financial modeling is a required skill. Familiarity with term debt, working capital loans, and revenue participation loans is desirable.

DETAILS

The team works fully remotely with occasional travel required, so the candidate should be able to work independently. Native Spanish and English fluency are requirements. Individuals with MBAs, CPAs, and CFAs would make outstanding candidates, although these designations are not a replacement for what truly matters to us - intelligence, work ethic, and work experience.

We are budgeting \$1,500 - \$2,000 per month for the role, commensurate with experience.

To apply, please submit a thoughtful cover letter and resume to Koko de Vera at koko@beneficialreturns.com and David Barragan at david@beneficialreturns.com by April 20, 2024.

