



MSC (MicroSave Consulting)

Welcome to a rewarding career with

The world's local expert in financial, economic,
and social inclusion in the digital age



We are MSC

The world's local expert in financial inclusion

- MicroSave Consulting or MSC is a boutique consulting company that drives **financial, economic, and social inclusion** by partnering with participants in digital ecosystems.
- We work with our clients and partners across the globe to achieve sustainable performance improvements and unlock enduring value.
- With our support, clients can seize digital opportunities, address the mass market, and future-proof their operations.



International financial inclusion consulting firm with **20+** years of experience



180 multilingual staff in **11** offices around the world



Projects in **~65** developing countries

550+
clients

Over 850
publications

Helped develop digital government-to-person (G2P) services used by **875 million+** people

Implemented **850+ Digital Financial Services (DFS)** projects

275+ financial inclusion products and channels that **55 million+ people** now use

Trained 9,000+ leading financial inclusion specialists globally

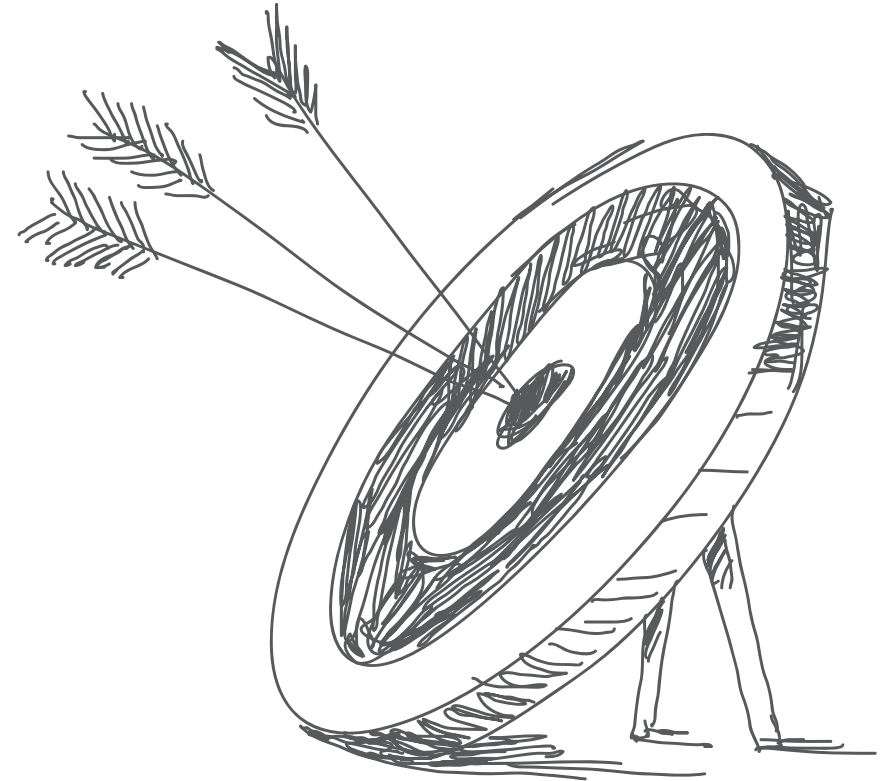
Our inspiration

A world in which all people have access to high-quality, affordable, market-led financial, economic, and social services in the digital age.

Our mission

To strengthen the capacity of institutions to deliver market-led, scalable financial, economic and social inclusion in the digital age to all people through:

- ▶ Guiding policy and facilitating partnerships to develop enabling ecosystems
- ▶ Comprehensive, customized strategic advice
- ▶ Actionable, on-site, operational assistance



The sectors we work in

We provide impact-oriented business consulting services

MSC has a strong reputation for high-quality work with a wide range of institutions. Over the past 20 years, we have managed over 3,500 projects in more than 65 developing countries. Our experts come from a variety of fields and help clients gain a critical edge in the competitive market.



Banking, financial
services, and
insurance (BFSI)



Water, sanitation,
and hygiene (WASH)



Government and
regulators



Micro, small,
and medium
enterprise (MSME)



Social payments
and refugees



Gender and
youth



Education
and skills



Digital and
FinTech



Agriculture

Multifaceted expertise

Advisory that helps you succeed in a rapidly evolving market

MSC deeply understands its clients, their needs, aspirations, perceptions, and behaviors. We leverage the opportunities of the digital age to help create a better, more efficient, and profitable business that focuses on the customers and the market



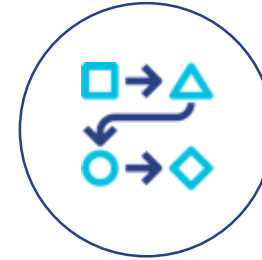
Policy and strategy



Products and channels



Research and analytics



Organizational transformation



Digital technology and channels



Design thinking and innovation



Marketing and communication



Training



Government regulations and policy

Position: Senior Manager - BFSI

Join our team to seize the opportunities of the digital age to build customer-centric strategies, products, and services for low- and moderate-income communities across Asia and Africa. This leadership position will put you at the cutting edge of the rapidly evolving banking, financial services, and insurance and livelihood sectors to lead teams of outstanding, committed professionals across a wide range of countries. Challenge yourself, step up, seize the moment, and be part of the change.

- Experience: 8 to 12 years
- Location: Lucknow
- Job type: Full-time

Essential skills

The incumbent should have experience in digital economy, along with previous international or experience of consulting experience from the Big Four firms. Should bring partner or client network in the digital economy. Should have experience in designing or executing livelihoods for the poor programs, such as MSME policy with government, developing cluster, supply chain development, supply chain digitization, social commerce. Should also have experience in e-commerce platforms, such as CRM, designing e-Commerce platform, marketing, and communications especially for women and rural areas, platform supply chain logistics, and platform interface design.

Education qualifications

MBA or any other relevant professional qualifications in line with the areas of specialization.



Roles and responsibilities

Key responsibilities

The Senior Manager will provide leadership and support to:

- Develop business in the livelihoods sector, specifically in the digital economy,
- Provide overall technical assistance and project support to other development or inclusive finance projects or assignments and support teams,
- Assist in the identification, communication, and negotiation of business opportunities,
- Build relationships with existing and potential clients,
- Take initiatives to develop and enhance communication with clients to strengthen client relationship,
- Actively engage in marketing activities and participate in digital media dialogs to link MSC's work and publications,
- Lead assignments as allocated,
- Lead the planning and implementation of assignments that involve project teams.

[View the job details and apply here](#)

Key expectations from this position

- Business development
- Human Capital development
- Business development

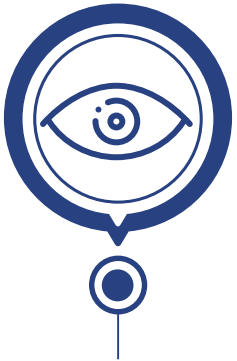


Working at MSC:
A great career choice!



What makes MSC a great career choice?

MSC promotes the exposure and appreciation of on-ground realities of policies, regulations, and development initiatives that affect the lives of people who live in poverty. We simultaneously strive to enhance the consulting skills of future development practitioners.



Experience actual on-ground impact

We are biased towards working on the ground and go beyond merely providing an advisory report to our clients. The results of our work are therefore tangible and hence much more gratifying.



An array of projects with global exposure

MSC gives you the chance to work on current substantial problems with teams from across the world. With us, you will work in the areas of social, economic, and financial inclusion and beyond.



Travel and see your work come to life

We offer you the chance to travel to distant places and witness the impact of our interventions.



Everyone is a leader

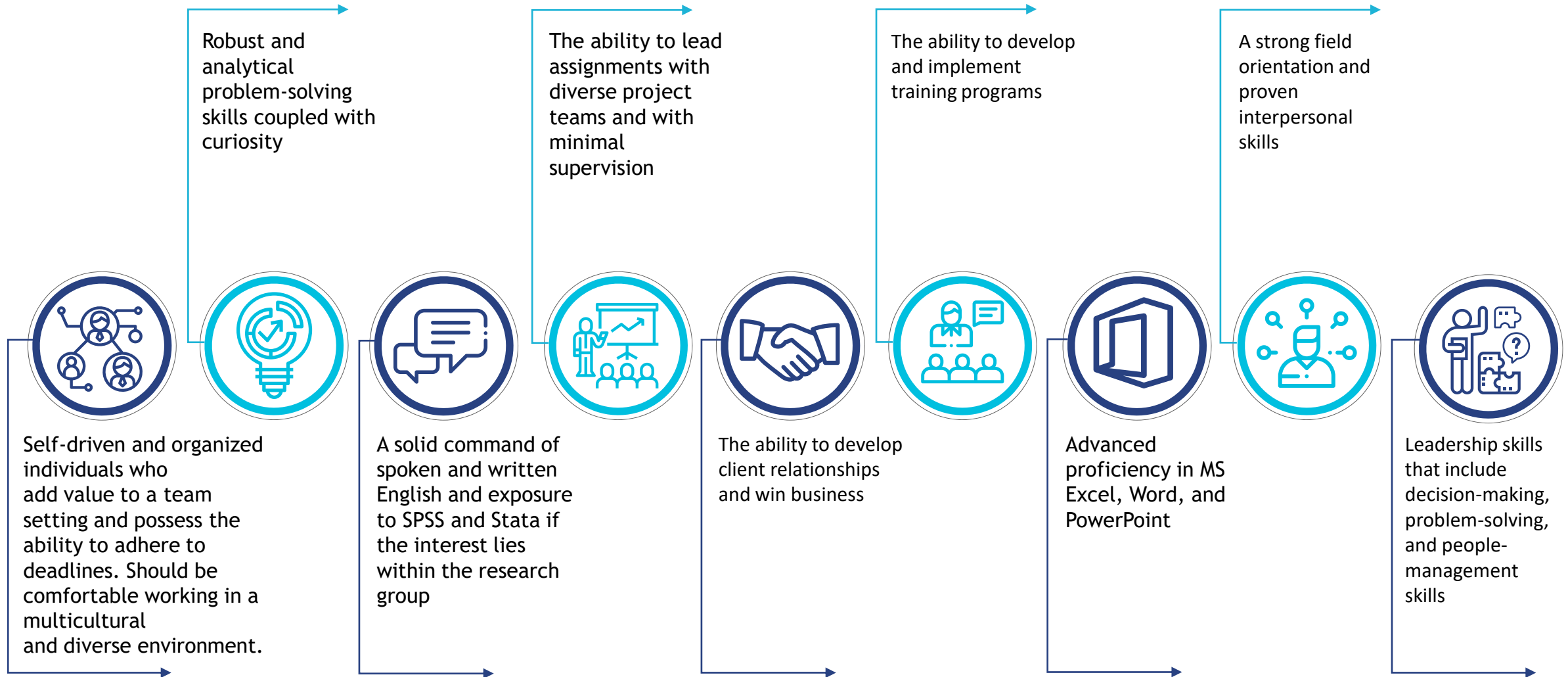
At MSC you will be encouraged to take up positions of leadership. We provide constant opportunities to develop the skills you need to lead and drive initiatives in a consistent manner.



We value relationships

We place immense value on our people and believe in fostering great relationships at the workplace. Our employee-friendly environment reflects the highest standards of ethics and professional conduct and thrives on collaboration.

What does it take to be a part of the team?



¹ Please review the guidelines established at <https://www.in.ckgs.us/visa/intern-visa> to determine eligibility requirements for an Indian Intern Visa

The values of MSC



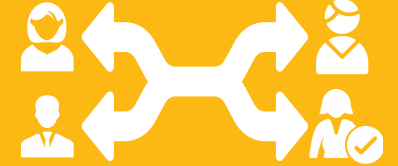
Collaboration

We work together in the highest spirit of cooperation, understanding, and empathy.



Continuous improvement

We encourage new ways of doing things, strive to continuously develop ourselves, and make improvements in the approaches to our work.



Diversity

We encourage a variety of opinions and diverse viewpoints and we create an inclusive environment for people from different cultural and ethnic backgrounds.



Passion and energy

We bring enthusiasm, passion, and positive energy towards building an enriched workplace.



Professionalism

We are committed to maintaining the highest standards of integrity, objectivity, and confidentiality.



Respect

We value the contribution each of us makes, we respect each other's time, and we listen not just with the ears but with the heart.

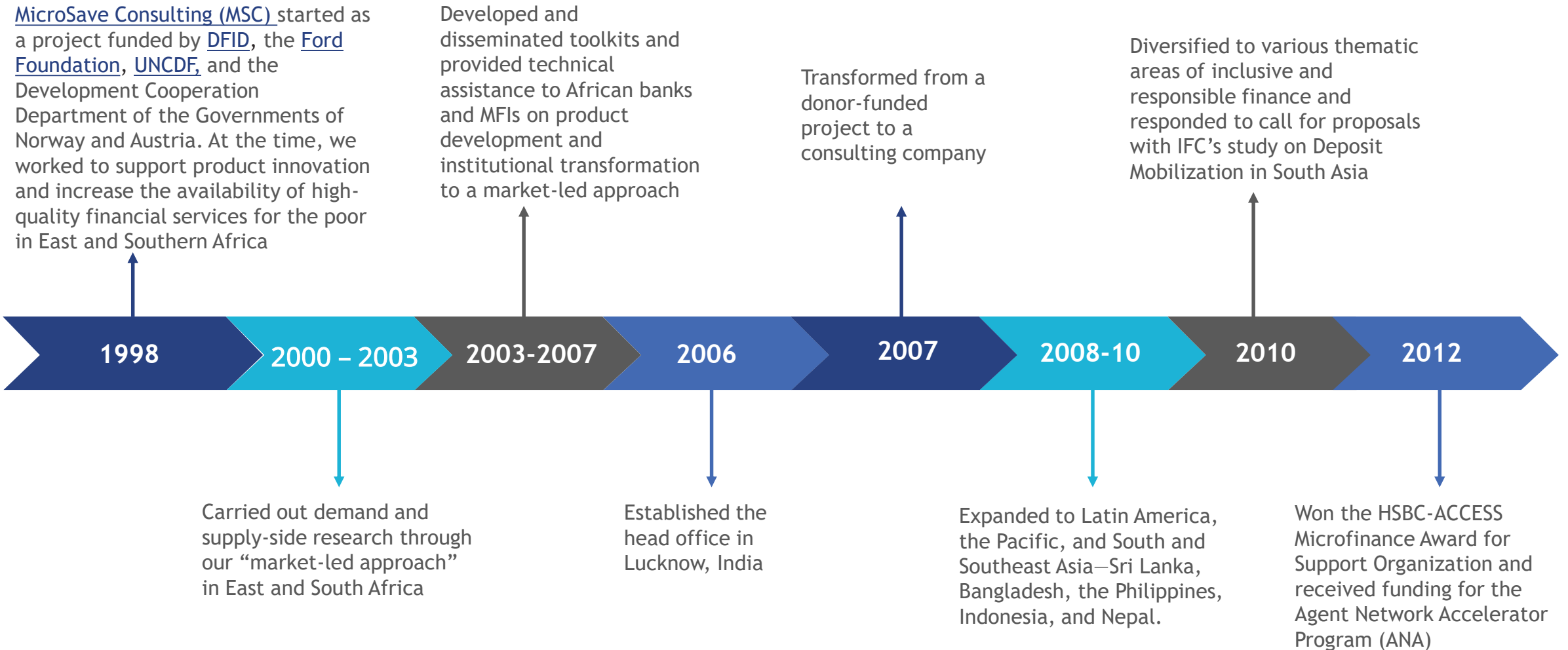
Inside the exciting world of MSC!



Inside the exciting world of MSC!



We are proud of our rich history of social impact



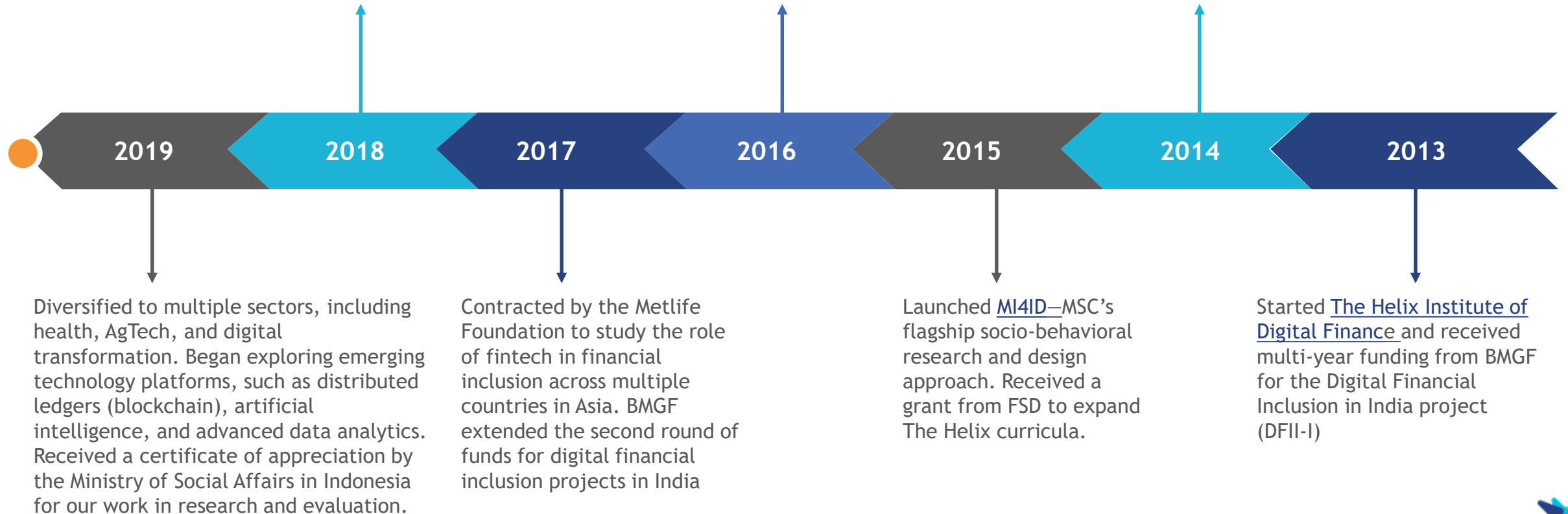
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Commenced work with [JPMC](#) and [CIIE \(IIM-A\)](#) to set up a financial inclusion lab for FinTechs in India. Received funding from the Bill & Melinda Gates Foundation (BMGF) to work with [NITI Aayog](#) on the Pathways to Enhancing Financial Inclusion (PEFI) in India project.

Rebranded from *MicroSave* to *MSC* to reflect our focus and nature of work more accurately

Started our Francophone Africa operations with support from Mastercard Foundation and strengthened the regulatory environment for DFS in Indonesia with the funds received from BMGF

Extended operations to Vietnam, East Timor, Myanmar, and Zambia. Won a large project on digital financial services from MM4P in Uganda. Began strategic policy work for the Government of India.



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Assisted development of digital G2P services used by **875 million+** people

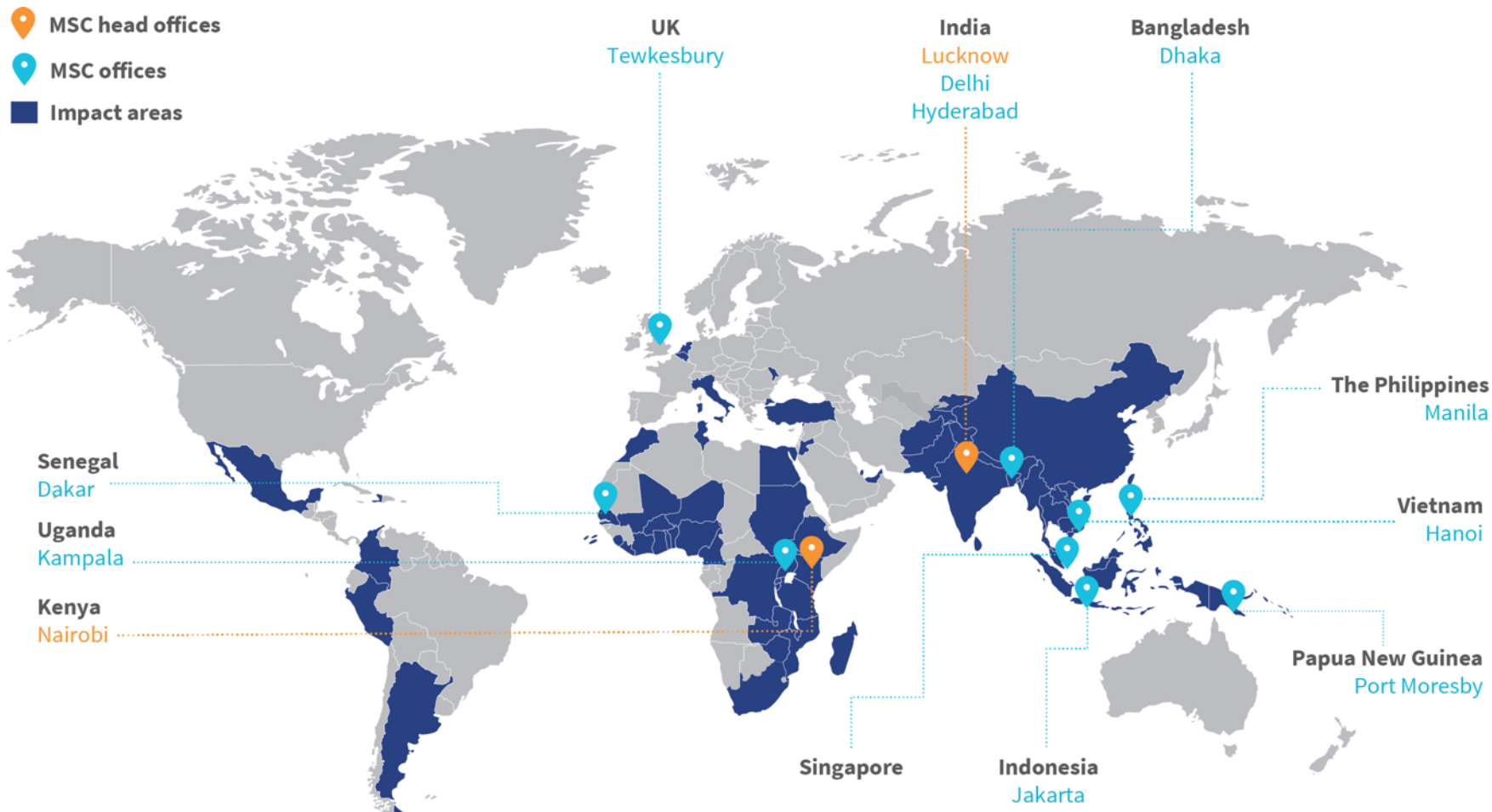
Implemented **>850 DFS projects**

Developed **275+ FI products** and channels now used by **55 million+** people

Trained 9,000+ leading FI specialists globally

Some of our partners and clients





[MSC corporate brochure](#)

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