

## **Open Call for Summer Internships to Graduate and Undergraduate Students Gentera 2018**

For the 9th consecutive year, Gentera offers its Summer Internship Program for graduate and undergraduate students, where you can develop your skills and learn thoroughly about financial services in the underserved segment.

### **About Gentera:**

We are the leading entrepreneurial group that works for financial inclusion in the underserved segment through financial solutions: credit, savings, insurance, remittances and payment services, along with financial education.

Our headquarters are based in Mexico City serving more than 3.3 million clients with eight companies; three of them are financial institutions operating in Mexico (Compartamos Banco), Peru (Compartamos Financiera) and Guatemala (Compartamos S.A.). The other subsidiaries are an insurance broker for low-income segments (Aterna), a remittances services processor (Intermex), a non-banking correspondent administrator (Yastás), a financial innovation laboratory that creates new business models (Fiinlab) and a Foundation dedicated to support educational projects (Fundación Gentera).

### **About the internship program:**

The program is a full time job with real responsibilities. It consists in 8 weeks long from **June 18 to August 10, 2018**. Throughout the internship you will have training, networking opportunities, and a mentor will be assigned to you for support and guidance. You will be designated to a project that will provide you with a hands-on experience and insight of the financial services for the underserved segment. By the end of your project you will receive feedback of your work.

Every year we have different types of projects to which you can apply depending on your experience, interests or profile: research, model analysis and optimization, benchmark, processes and policies development, communication strategies, new technologies implementation, etc.

### **Projects:**

To know more about our 2018 projects and their requirements please enter our webpage: <http://www.gentera.com.mx/wps/portal/Gentera/Academia/Becarios/Convocatoria>

Every year we have different types of projects that, according to your experience and / or profile, you can apply.

**1. Innovation projects:** These are projects where the goal is to maximize the potential and infrastructure of Gentera creatively to launch new business models generating results related to our aspiration and interests. We are searching for a candidate with excellent interpersonal and communication skills, knowledgeable marketing, business, design and / or IT and preferably notions of microfinance. It is important that the candidate has analytical skills, be creative, proactive and knows how to work as a part of a team.

**2. Development of policies and processes:** These are projects where the main purpose is to observe, analyze and map operating activities in different areas of the company to identify areas of opportunity and then look for efficiencies to reflect them in procedures. We are searching for a candidate who is able to solve problems creatively with excellent analytical skills, and can think strategically and prioritize activities.

**3. Implementation of new technologies:** These are projects where it is analyzed and carried out the implementation of new technologies. We are searching for candidates with strong problem solving, methodic and analytical skills knowledge of IT, programming and systems is a must.

**4. Optimization models:** These projects are developed in order to deeply understand the implications and conditions of any of our models in order to consider changes and / or improvements thereof. We are searching for a proactive candidate with analytical skills and critical thinking, to be able to solve, manage and organize problems creatively to optimize results.

**5. Data analysis:** This project seeks, through hard data analysis to generate a methodology that helps to properly classify our customers. We seek for a candidate with excellent analytical skills, critical thinking and proactive, excellent domain information management and technical operation and maintenance of data.

### **Requirements for Applicants:**

1. Being a student or have recently graduated from a graduate or undergraduate program. In case of being an undergraduate student, you must be studying one of the two last semesters
2. Proficiency in English and Spanish both oral and written
3. Full time availability for 8 weeks during the summer
4. Availability to travel if the project requires it
5. Have life and health insurance with international coverage
6. Have not previously participated in a Gentera Internship Program

### **How to Apply:**

Download, fill, and send us the applicant´s form with your resume to [academia@gentera.com.mx](mailto:academia@gentera.com.mx)

### **Selection Process:**

Gentera will be receiving applications between **January 02, 2017 and March 03, 2018**. Upon receipt, Gentera will confirm the received documentation by e-mail within the next 72 hours. During the selection process, between **March 13 to the 24th, 2018**, an e-mail will be sent to inform the applicant whether or not they have been shortlisted. The applicant needs to respond confirming via e-mail, whether he/she wishes to continue or not with the selection process. To continue, Gentera will schedule an interview in our headquarters or via Skype (depending on the case), in Spanish, between these same dates. The final decision will be notified to the applicant via e-mail on **April 02, 2018** and the applicant has until **April 13, 2018** to accept his/her participation in the internship. The program will begin **June 18, 2018** and finish **August 10, 2018**.

### **Necessary Documents:**

1. Application form properly filled
2. Resume
3. Copy of passport with a validity date that extends at least six months beyond your period of stay in Mexico
4. Two recommendation letters from different teachers
5. Grades of the last semester attended
6. Copy of the life and health insurance policies with international coverage
7. Proof of addressee no longer than three months
8. Bank details. In the case of foreigners (Bank name, bank branch address, account number, Swift, BIC, Clabe)

Should you need further assistance please send an e-mail to [academia@gentera.com.mx](mailto:academia@gentera.com.mx)

## Projects Summer Internship Program 2018

| Área  | Project                                | Academic degree | Description   | Skills and competences  |
|---|--|-----------------|---|---|
| Dir.<br>Inteligencia y<br>Análisis<br>Financiero<br>Estratégico | <b>Value<br/>Management<br/>Office</b> | Master          | <p>The corporate world has been migrating from the classical structure of PMO (Project Management Office) to the VMO (Value Management Office) in order to better manage resources within organizations with the sole purpose of GENERATING VALUE for the organization.</p> <p>In this process, Genera seeks to evaluate what would be the opportunities and gaps to be covered in order to guarantee the generation of value of the different projects of the Project portfolio, through the implementation of a Value Administration Office - VMO</p> <p>The project consists of evaluating the characteristics of the VMO offices of the leading companies in the world, making a benchmark with Genera and developing an implementation plan for a future VMO at Genera.</p> <p>Identify the best practices of VMOs in leading companies worldwide, especially in financial services, and make a series of recommendations to be implemented by Genera.</p> | <p>Finance<br/>Finacial mathematics<br/>Management</p> <p>Spanish spoken/written<br/>English spoken/written</p> |

|                   |   |               |   |   |
|-------------------|---|---------------|---|---|
| Marketing Digital | <b>Competitive Followup</b>                       | Undergraduate | <ul style="list-style-type: none"> <li>• Weekly competitive analysis in social networks in Mexico and in other countries.</li> <li>• Weekly website report and bank App through Google Analytics.</li> </ul> <p>Support the Digital Marketing area to have a complete weekly report that helps us with the decision making of key projects.</p> | <p>Advertising Marketing</p> <p>Google Analytics notions, Social Media management and intermediate Excel.</p> <p>Spanish spoken/written<br/>English spoken/written</p>  |
| Pagos Intermex    | <b>Strategy to strenghten send money services</b> | Undergraduate | <p>Participate in the definition via an internal document that shows the potential and reach of money transfer services within Mexico and from Mexico to foreign corridors</p>  | <p>International Business<br/>Economy<br/>Statistics<br/>Marketing</p> <p>Information analysis and synthesis capacity.<br/>Research through different internal / external sources.<br/>Parameters definition, reach out and control paths.</p> <p>Spanish spoken/written<br/>English spoken/written</p> |

|         |                       |                           |   |   |
|---------|-----------------------|---------------------------|---|---|
| Fiinlab | <b>Comunidad 4UNO</b> | Undergraduate /<br>Master | <p>Comunidad 4UNO is revolutionizing the financial sector for low-income people through a digital platform that connects employees and employers with the most important financial institutions in the country.</p> <p>At 4UNO we work with talented entrepreneurs with a high social sense and service to others. We believe that financial inclusion is the most powerful tool to achieve the social and economic development of low-income people. In this family we all look for a balance between personal professional development.</p> <p>We are looking for a person with a desire to learn, with a high sense of responsibility and who supports us in the sales and marketing area to achieve the goal of making the community of employers and employees with affordable and quality financial services every day bigger.</p> <p>For now 4UNO distributes financial products through employers, the objective of the internship is to design (investment, processes, human resources and KPIs) the self-employment channel to take 4UNO's products directly to low-income employees.</p> | <p>Spanish spoken/written<br/>English spoken/written</p> <p>Economy<br/>Statistics<br/>Marketing<br/>International Business<br/>Finance<br/>Human Resources<br/>Management<br/>Advertising</p> <p>Social driven,<br/>Analytical person, detail oriented<br/>and proactive<br/>Interpersonal skills, marketing<br/>and sales</p> |
|---------|-----------------------|---------------------------|---|---|