



## DFS Lab New Position Announcement

### Country Lead, Pakistan

<i>Employer</i>	DFS Lab
<i>Job title</i>	Country Lead, Merchant Observatory project
<i>Location</i>	Remote
<i>Hours</i>	Part time - 25-50% time
<i>Start date</i>	January 2025
<i>Term</i>	2 years+
<i>Compensation</i>	Competitive in USD
<i>Travel</i>	20% max
<i>Contact</i>	<a href="#">Apply here</a>

### Who we are

[DFS Lab](#) is an early-stage investor supporting a portfolio of African startups building a modern digital economy for Africa. In addition, the DFS Lab has leveraged its status as a market actor to create a world class research and insights team with deep market knowledge, access, and convening power.

We've invested in over 40 companies in Africa including digital commerce leaders like NALA, Ando, Bumpa, Tushop, and Orda. We've co-invested alongside leading venture capital firms including Tiger Global, Accel, 500 Startups, Partech, NYCA, Fintech Collective, and CRE. Our companies have a 95%+ rate of raising further capital and we've seen 20%+ join Y Combinator.

Alongside our investment business we have a rapidly growing consulting business where we do leading edge research, investment advisory, and innovation bootcamp events. Examples include a series of innovation events that bring together leading fintechs and digital commerce companies (e.g. Flutterwave, Paystack, PiggyVest, Abeg, PalmPay, and other market leaders have all joined recent events) as well as an expansive multi-year data collection and research project funded by the Gates Foundation to understand how users of digital platforms like Grab and Tokopedia in Indonesia are making income and changing their economic status. We have many more projects of this kind completed or coming in the future.



## Who you are

As the Pakistan Country Lead, you typically exemplify a mix of strategic, analytical, and interpersonal skills, with deep market knowledge and understanding of Pakistan's payment ecosystem including regulatory, technological, and economic factors affecting digital payments, digital commerce, and financial inclusion.

You have strong organizational skills with a proven ability to manage complex projects, track deliverables, and coordinate with multiple stakeholders to keep the project on course. You adapt quickly to changes, solve problems independently, and maintain project momentum in challenging environments.

You have strong communication skills and are effective in building and maintaining relationships with government officials, private sector leaders, financial institutions, and non-profit organizations. You're skilled in analyzing data and turning findings into actionable insights, especially regarding the payment behaviors and barriers in Pakistan's market.

You are confident and articulate in presenting findings at events and roundtables, as well as in developing thought leadership pieces and are passionate about advancing digital payments and financial inclusion, with a mission-driven approach to making a positive impact in the Pakistan economy.

## Roles and Responsibilities:

**As the Country Lead in Pakistan,** you'll oversee the successful implementation of DFS Lab's Merchant Payments Ecosystem Observatory initiative in Pakistan. This project is dedicated to tracking and fostering the digital transformation of merchant payments within the country. The Country Lead will work closely with DFS Lab's global and regional teams, local research firms, government officials, and key stakeholders in the private sector to ensure robust data collection, analysis, and dissemination that drives insights and informs both the private sector and policymakers on the progression of digital payments adoption. Your focus will be to make sure key perspectives are brought into the design of the observatory as well as advocacy to these same groups to disseminate the data and make sure it has impact with the right decision makers in the policy and private sectors. This role is expected to be part time, with more intensive bursts around key points, such as dissemination events.

**The Merchant Payments Ecosystem Observatory project** - The project goal is to create a first of its kind set of data tracking the digital transformation of the retail sector in three key developing countries. This data will be unique and put our team in a position to derive insights and have a seat



at the table in the global conversations around digital transformation, financial inclusion, and the birth and growth of the digital economy in the developing world. Gates foundation has committed the first two years of funding for three countries with the possibility of expansion to other countries and extension for multiple years.

The country lead role will be part time and report to the project lead and DFS Lab head of research. The lead will mostly be our representative on the ground to gather local intelligence, interface with the right people, and make sure this project is tied closely to the local ecosystem.

### **Key Responsibilities:**

#### **1. Stakeholder Engagement & Partnerships:**

- Establish and maintain strong relationships with government stakeholders, private sector companies, donor partners, and other relevant stakeholders to facilitate project activities and promote adoption of findings.
- Actively engage with financial service providers, fintech companies, and other ecosystem stakeholders to drive project awareness and impact.
- Organize and lead private sector webinars, workshops, government policy roundtables, and flagship events to disseminate key findings and insights.

#### **2. Project Implementation & Management:**

- Work with projects lead to unstick local problems as they arise.
- Coordinate with DFS Lab's global project team to provide feedback on survey design, report project progress, challenges, and successes.

#### **3. Insight Generation and Thought Leadership:**

- Serve as a thought leader and advocate for digital payment solutions in Pakistan, representing DFS Lab at industry events and fostering an enabling environment for digital payments.
- Collaborate with DFS Lab's communications team to build public awareness of the project, its outcomes, and the value of digital payments in Pakistan's economic development.
- Assist in the development of comprehensive reports, dashboards, and presentations that reflect the project's findings and provide actionable recommendations.

### **Candidate:**

#### **Required:**

- Understanding of digital payments, financial technology (fintech), digital commerce, and economic digitization. Familiarity with Pakistan's payments landscape and regulatory environment is a strong asset.



- Proven experience managing multi-stakeholder projects, especially in cross-functional or cross-country initiatives.
- Strong relationships within the policy community and private sector as well as potentially researchers and other digital commerce experts. Advocacy and policy engagement experience.
- Excellent communication skills, with experience presenting findings and advocating with government and private sector audiences.
- Proficiency in English; proficiency in a local language is advantageous.

**Bonus Points:**

- Strong interpersonal and networking skills
- Proven ability to work independently and drive project deliverables in a structured manner
- Demonstrated commitment to data accuracy and integrity
- Fun to work with!

DFS Lab is committed to creating a culture that is inclusive and welcoming for all individuals, regardless of their gender identity or expression. We believe that diversity and inclusivity are essential to our success, and we encourage all qualified individuals to apply, including those who are members of underrepresented groups.