



Association for
Enterprise
Opportunity



POSITION ANNOUNCEMENT

Position: Chief Executive Officer, myWay to Credit

Reporting Relationship: myWay to Credit Board of Directors

myWay to Credit, a fintech start-up, is looking for its first CEO to lead its innovative team and digital platform development. As part of the Association for Enterprise (AEO) parent company, our team has built a tech-driven solution that changes the way capital and services flow to small business owners seeking credit. Providing a new way to credit, our mission is to match small business owners who do not qualify for loan products offered from banks with the capital they need to develop and grow from a marketplace of trusted alternative financing resources. This is a unique opportunity to join the AEO family of companies, one of the most innovative nonprofit organizations in the financial services marketplace. myWay to Credit is an early stage startup with lofty goals and big plans for 2019 and beyond.

Description

The role is ideal for someone who is a hands-on leader and has the right mix of passion, energy, and experience to build a new digital business in the financial services sector. The ideal candidate is business savvy, has an entrepreneurial spirit and innovative nature, is greatly aware of the community development finance marketplace, has been through the experience of scaling up an enterprise and has a vast network in the financial services industry and small business ecosystem.

The CEO will have primary responsibility for leading company operations; overseeing overall growth strategy; continuously optimizing the product for a superior customer experience; managing data privacy risks; and leading financial and organizational management, external communications, and marketing and sales efforts. She/he will be responsible for building and leading a team with the required expertise and skills to deliver results on goals, achieve fundraising and revenue objectives, and establishing strategic partnerships with financial institutions and others in order to reach the ambitious growth targets. She/he will also be responsible for partner and investor relationships, and the relationship with the parent company, AEO, as well as the myWay to Credit board of directors. As the CEO, she/he will also be responsible for establishing, achieving, and reporting on financials and milestones to the parent company, investors and other stakeholders.

Requirements and Qualifications

- University degree, preferably MBA in the field of business administration and finance
- Prior experience in sales and/or leadership efforts in a startup technology company
- Excellent leadership, negotiation, management, problem solving, and interpersonal skills
- Ability to work strategically, but also to provide hands-on problem solving
- Talent for understanding small business fintech delivery
- Data-driven mindset and a strongly held belief in “test and learn”
- Demonstrated understanding of data privacy risks in financial services context
- Exceptional written and oral communication skills
- Extensive experience in fundraising and investor relationships
- Demonstrated ability to productively engage and seek input from the board of directors
- Track record of building creative, collaborative, and high-performing teams
- Strong desire to lead from a strategic and tactical perspective in all aspects of day-to-day operations
- Proven track record in scaling a financial product or enterprise
- Highest ethical standards and sound business judgment

We Offer

- Full time position reporting directly to the subsidiary board of directors
- Competitive compensation based on experience including retirement matching
- Opportunity to revolutionize the small business finance industry and get capital to the millions of business owners declined for credit every day by traditional financial institutions
- Fully paid medical, dental, and vision coverage
- A collaborative and high-performing work environment
- Convenient location in downtown Washington, D. C. (working remotely is negotiable)
- Onsite gym

How to Apply

Please email resume and cover letter with “myWay to Credit CEO” in the subject line to careers@aeoworks.org.

About Association for Enterprise Opportunity

Association for Enterprise Opportunity (AEO) is a growing and dynamic organization known for actionable research and award-winning innovative solutions in the community development micro and small business market. Our mission is to create economic opportunity for underserved entrepreneurs throughout the United States. We engineer transformational change through research, convening, incubation, and advocacy to foster a robust and inclusive

marketplace where businesses thrive and contribute to inclusive growth and a sustainable economy. For more than 25 years, AEO and our 1,700+ member organizations have helped millions of entrepreneurs support themselves and their families while contributing to their communities through business ownership. myWay to Credit is a wholly-owned subsidiary of AEO.

AEO is clear of its vision to be the place where a diverse mix of talented people want to come, to stay and do their best work. We are proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, disability, age, or veteran status.