

JOB DESCRIPTION: ENERGY ACCESS TECHNICAL LEAD

Location: Nairobi
Reports to: Regional Head of Programmes
Expected start date: ASAP
Salary: Negotiable, commensurate with experience

About Energy 4 Impact

Energy 4 Impact is a non-profit organisation seeking to reduce poverty in Sub Saharan Africa (SSA) by accelerating access to clean energy, helping businesses and communities make better use of that expanded access, and working with the private sector to support the sustainability of these efforts.

Energy 4 Impact values access to energy not as an end in itself but for the difference it makes to people's lives every day, in terms of agricultural development, economic growth, humanitarian recovery and climate resilience.

Energy 4 Impact supports the development and growth of privately owned small and medium-sized enterprises (SMEs), and micro businesses, which deliver renewable energy products and services to the poor in rural and urban settings. We advise energy access SMEs on commercial, financial and engineering matters and help them secure the resources they need to grow. We run pilots to test new products, business models and expand into new markets. We are particularly well known for our innovative work in productive use of electricity, mini-grids, electrification of schools and clinics, clean energy in refugee camps and urban slums, clean cooking, cash transfers, and crowd funding and other financing mechanisms.

Supported by a small headquarters in London, Energy 4 Impact's team of 80 operates from regional offices in Kenya, Senegal, Benin, Tanzania, and Rwanda. Since our formation in 2006, Energy 4 Impact has supported over 8000 businesses and those businesses have created over 15,000 jobs, raised \$160 million and enabled 18 million people to get access to energy. Most of our income comes from major development agencies, development financing institutions and trusts and foundations.

Energy 4 Impact is a 100% subsidiary of Mercy Corps. Mercy Corps has a global development team of 5,600 working to create a world where everyone can prosper. In more than 40 countries affected by poverty, climate change, crisis and disaster, Mercy Corps works alongside communities, local governments, forward-thinking corporations and social entrepreneurs to meet urgent needs and develop long-term solutions to make lasting change possible. Mercy Corps has a total operating budget of \$488M and last year reached nearly 37 million people.

For more information, please see our website <https://www.energy4impact.org/>.

About the Role

You will be a senior member of our African Programmes and Advisory team, which includes professionals from a range of backgrounds, including entrepreneurship, engineering, project development, banking and investment, micro-finance, and management consulting.

You will lead the team providing energy engineering advice to Energy 4 Impact and Mercy Corps programmes and consultancy services to our SME clients, including solar PV system companies, mini-grid developers, and productive use businesses. You will lead our techno-economic analysis and advise on the design and operation of clean energy systems, the development of new business models, and the adoption of productive energy appliances. You will manage relationships with our SME clients and other stakeholders to ensure our programmes are delivered on time and in a quality manner. You will represent Energy 4 Impact at industry events and provide support on new funding opportunities.

Responsibilities

- Lead a small energy access technical/engineering advisory team and help them grow their skills and experience.
- Support the programme teams of Energy 4 Impact and Mercy Corps to successfully deliver energy access programmes or energy components of larger donor programmes.
- Manage and implement technical and business advisory assignments for energy access SMEs, including mini-grid developers, solar home system distributors, stand-alone solar appliance suppliers and other service providers. This support covers energy demand assessments, technical system design and sizing, business and financial models, procurement and installation, performance monitoring, optimisation of operations, selection and financing of productive use appliances, and investment readiness.
- Work closely with our Business Development team, identifying new funding opportunities and supporting proposal development.
- Work closely with our Monitoring and Evaluation team to ensure expected results for advisory activities are measured and evaluated.
- Help Energy 4 Impact to develop our internal processes and institutional knowledge in energy access.
- Represent Energy 4 Impact and make presentations at conferences and networking events.
- Provide thought-leadership around the gaps in the market and how Energy 4 Impact can help fill those gaps.

Qualifications and skills

Technical qualifications

- Graduate or postgraduate degree in engineering, energy, or other related field.
- Minimum of five (5) years of engineering and technical experience leading, designing, or implementing energy access projects, ideally in an African or developing country context.

Knowledge and Skills

- Experienced technical advisor to SME clients, governments, donors and utilities in energy access systems in Africa.
- Good technical and commercial knowledge of energy access systems, both off-grid and on-grid, including mini-grids, solar PV systems and productive use appliances.
- Good organisation and project management skills. Ability to manage multiple programmes and client engagements at the same time, while meeting deadlines and allocating resources and budgets effectively.
- Good team management skills. Track record managing a diverse mix of professionals from different cultures.
- Ability to develop strong relationships with clients, to mentor them and help them develop commercial or technical solutions.
- Strong numerical and analytical skills. Ability to develop and critique technical, business and financial models. Ability to use energy system design and analysis tools such as HOMER, PVSyst, among others.
- Strong oral and written communications skills, including demonstrated ability to communicate effectively with clients and colleagues in a multi-cultural environment. Ability to write high quality reports and proposals.
- Ability to think strategically, work independently, and multi-task complex projects effectively.
- Knowledge and understanding of the energy access market, and the entrepreneurial and impact investing sector, preferably in an African context.

- Knowledge and understanding of the productive uses of energy such as solar irrigation, cooling, agri processing, electric mobility, and electrification of clinics and schools, would be an advantage.
- Fluent written and spoken English a must. Knowledge of French an advantage.

Personal Qualities

- High energy team player.
- Attention to detail and a focus on results.
- Ability to think outside the box, to see the big picture and connect the dots.
- Ability to work calmly under pressure.
- A can-do and collaborative mindset.
- Comfortable with the ambiguities and demands of a rapidly evolving and entrepreneurial environment and working with teams from diverse backgrounds.
- Ability to develop, analyse and articulate project issues and to diagnose problems and propose reliable solutions.
- Ability to work independently, take initiative, and adapt to changing conditions.
- Willingness to travel in country, regionally and internationally, sometimes at short notice
- Passion for working in the development and impact sector.
- Close alignment with the mission and values of Energy 4 Impact and Mercy Corps.

Our Values

We exist because of our concerns for global inequality and climate change – this is the core of what drives us. We aim to be a caring, compassionate organization respectful of difference, and to treat our staff fairly and to help them develop as professionals and as people.

- **Client-focused** - We serve the needs of our clients in a professional and client focused way.
- **Caring** - We care about people and contribute to their wellbeing, and minimize the effects of inequality, poverty and climate change.
- **Learning** - We continuously learn from our own experiences and those of others to improve our practices.
- **Ethical** - We are ethical and transparent in all our dealings, always maintaining a high level of personal integrity.
- **Appropriate** - We promote the use of appropriate solutions consistent with the circumstances of our clients and their markets.
- **Respectful** - We respect and value our stakeholders and act with fairness to all.

To apply, please send your CV, along with a covering letter (both in Word) to recruitment@energy4impact.org. The deadline for applications is **October 25, 2021**. Only shortlisted candidates will be contacted.

Energy 4 Impact is an Equal Opportunity Employer and encourages applications from qualified individuals regardless of race, religion, national origin, sexual orientation or disability.