

VACANCY ANNOUNCEMENT

FIELD OFFICERS - PRODUCTIVE USE OF ENERGY

Location: TANZANIA: Arusha/Arumeru, Mbeya City, Kyela/Tukuyu and Songwe
Reports to: Project Coordinator
Expected start date: 1st November 2021
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.

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 subsidiary of Mercy Corps, the global humanitarian and development organisation 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 over 5,600 team members and 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

Energy 4 impact, in collaboration with Multiconsult, has been selected to support the Rural Energy Agency (REA)' s Rural Electrification Densification Program (REDP) by promoting productive uses of energy and stimulating energy demand in rural Tanzania. Over the next 18 months, Energy 4 Impact will provide business development support to local businesses in newly electrified villages in **Mbeya, Songwe and Arusha**, as well as financing facilities to micro-enterprises wishing to buy electric tools and appliances. The aim of this collaboration is to enable the rural population to benefit fully from the expansion of the national power grid and stimulate economic development.

The project will target up to 600 local entrepreneurs connected to the national grid, with a particular focus on women, in approximately 194 villages. Energy 4 Impact will also provide technical assistance to Tanesco, REA and other Tanzanian stakeholders in order to prepare the ground for further upscaling of the Productive Use of Energy (PUE) program in Tanzania.

Energy 4 Impact is currently recruiting four Field Officers, one in each of the following locations: Arusha/Arumeru, Mbeya City, Kyela/Tukuyu, and Songwe. Each officer will undertake field-related activities in the regions of Mbeya and Arusha. The role involves supporting the entrepreneurs to make the most of the new power supply, and helping them overcome some of the barriers that hamper the growth prospects of their enterprises.

Responsibilities

- **Conduct field survey/study/assessments** to determine household/enterprise energy requirements, to gauge the technical, economic and social impact of productive uses for specific communities and its benefits within rural electrification projects, and to generate new business ideas powered by electricity.
- **Propose interventions** to implement appropriate productive use support activities.
- **Raise awareness** of various electricity applications beyond lighting, phone charging, powering TV/radio, and of the economic and social benefit of those applications.
- **Organise workshops and consultations** to help existing entrepreneurs identify new business ideas or expand or diversify existing activities (e.g computer rooms, TV/cinema rooms, phone charging, processing/refrigeration of locally grown agricultural crops or locally caught fish, or small-scale wood or metal workshops)
- **Identify and select** the most promising local entrepreneurs, with business ideas whose economic viability has been established, to receive support.
- **Mentor and support local entrepreneurs** to increase their sales by at least 30% over the implementation period.
- **Technical Assistance (TA):** provide technical assistance services in the form of technical training workshops and coaching to help entrepreneurs make informed decisions on selection and purchase of equipment, operation of the new equipment and machineries and basic maintenance.
- **Support enterprises to access finance** to invest in the electrical equipment and machineries required for their commercial activities. In collaboration with the Access to Finance team and the Project Manager, the field officer will identify the best option to access finance (whether through loans or other means). The field officer will also be responsible for the monitoring of loan repayments.
- **Support entrepreneurs to access market activities** by connecting entrepreneurs across the value chain, helping them to source new raw materials, facilitating linkages

with dealers operating at a regional or national level, organising visits to marketplaces or national trade fairs, etc.

- **Monitor and report** on key indicators as defined by the Project Manager and on the growth of local businesses supported through the programme.
- **Collect data** on a regular basis and feed into the M&E results system of the project including lessons learnt from implementation.
- **Contribute to the preparation of regular progress reports and reviews**

Academic and Professional Qualifications

First degree in marketing, business management, economics, commerce, entrepreneurship or related business studies from a recognised institution.

Relevant working experience

- a) Minimum of 3 years' experience in relevant field.
- b) Experience in community-based approaches for mobilisation

Knowledge and Skills

- Business development services (BDS)
- Micro, small and medium enterprises management and operations
- Access to finance, microfinancing
- Strong organisational skills and able to coordinate and manage a diverse array of activities and stakeholders
- Excellent communication skills in Swahili
- Experience of working in the target regions and districts
- Strong negotiation and mediation skills and ability to work independently
- Good knowledge of spoken English desirable
- Excellent report writing skills and computer skills in word processing and spreadsheets
- Experience in conducting surveys, managing data and statistics is desirable
- Willingness to travel and work in rural areas for most of the times
- 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 organisation 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 minimise 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 22, 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.