



VACANCY ANNOUNCEMENT

Energy Access Financing Transaction Lead

OVERVIEW

Energy 4 impact is seeking an exceptional professional to provide financing transaction advice to SMEs operating in the energy access sector in sub-Saharan Africa. The successful candidate will also help design and implement the financing components of programmes managed by Energy 4 Impact and Mercy Corps, following our merger in September 2021.

Position Description

Location: Nairobi or London
Position status: Full-time or part-time (indicate preference on your cover letter subject)
Salary: Negotiable, commensurate with experience
Expected start date: ASAP

ABOUT ENERGY 4 IMPACT

Energy 4 Impact is a non-profit organisation seeking to reduce poverty in Sub Saharan Africa 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 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 well known for our innovative work in productive uses of energy, particularly solar irrigation, cold storage, milling and e-mobility. Our other areas of specialism include mini-grids, electrification of schools and clinics, clean cooking, clean energy in refugee camps and urban slums, conditional cash transfers, and crowd funding.

Supported by a small headquarters in London, Energy 4 Impact's team of 80 operates from regional offices in Kenya, Tanzania, Rwanda, Senegal and Benin. 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 funding comes from major development agencies, development financing institutions and corporate trusts and foundations.

Energy 4 Impact recently became a 100% subsidiary of the humanitarian and development NGO 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, investment and micro-finance, and management consulting. You will provide financing advice to the Energy 4 Impact and Mercy Corps programme teams and financial consultancy services to our energy SME clients. You will advise the SMEs on strategies for raising capital, helping them to structure and close equity and debt transactions and blended finance solutions. You will manage the relationships with our SME clients and ensure our work is delivered to a high quality and in a timely manner. You will also represent Energy 4 Impact at industry events and provide adhoc support on our fundraising efforts.

RESPONSIBILITIES

- Lead consulting engagements with energy access SME clients – such as mini-grid developers, solar home system distributors, and stand-alone solar appliance suppliers – in Sub Saharan Africa and other developing markets.
- Advise early or mid-stage SME clients on all aspects of investment readiness and capital raising, including business plans and financial models, financial structuring, investor marketing and pitch decks, match making with investors, presenting to investors, investor due diligence and partnership facilitation.
- Support Energy 4 Impact and Mercy Corps programme teams on energy financing programmes or energy and financing components of other programmes.
- Build close relationships with Mercy Corps Ventures and Agrifin and develop opportunities for collaboration.
- Mentor Energy4 Impact staff on financing matters and help them grow their skills and experience.
- Develop relationships with investors, financial institutions and donors active in the energy access and productive use sectors.
- Work closely with Energy 4 Impact’s Business Development team, identifying new funding opportunities and supporting proposal development.
- Work closely with Energy 4 Impact’s Monitoring and Evaluation team, ensuring expected results for advisory activities are measured and evaluated.
- Help Energy 4 Impact to develop internal processes and institutional knowledge of energy access financing and business models.
- Represent Energy 4 Impact 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

Qualifications

- Graduate or postgraduate degree in Finance, Business Administration, Economics, Energy, Environment, International Development or other relevant field.
- 3-6 years of experience at an investment bank, private investor, incubator, financial advisory firm, management consultancy or in a lead finance role in a corporate.

Knowledge and skills

- Experience in developing financing strategy and structuring transactions in equity, debt, and blended finance products.
- Broad knowledge of financing solutions such as working capital, asset finance, trade finance and crowd funding.
- Ability to review and develop financial models and carry out financial sensitivity analyses.

- Ability to evaluate business plans, analyse markets, and develop value propositions.
- Ability to develop strong relationships with SME clients, to mentor them and help them develop solutions.
- Ability to develop a strong network with investors, lenders, guarantee providers and donors in the energy access sector.
- Ability to develop partnerships with other industry stakeholders such as governments and utilities.
- Knowledge and understanding of the energy access market, and the entrepreneurial and impact investing sector, preferably in an African context.
- Ability to manage multiple client engagements at the same time, while meeting deadlines and allocating resources and budgets effectively.
- Strong numerical and analytical skills.
- Strong oral and written communications skills, including demonstrated ability to communicate effectively with clients and colleagues in a multi-cultural environment.
- Fluent written and spoken English a must.
- Knowledge of French an advantage.

Personal Attributes

- 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.
- Interest in mentoring others and working with teams from diverse backgrounds.
- Comfort with the ambiguities and demands of a rapidly evolving and entrepreneurial environment.
- 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 sectors.
- 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. Please state whether you are interested in the full time position or part-time consultancy or both on the subject line of your cover letter. The deadline for applications is **November 1, 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.