



Director of Business Development – Energy 4 Impact

Reports to: Managing Director of Energy 4 Impact

Location: Nairobi or London

Expected start date: ASAP

Salary: Negotiable, commensurate with experience

About Energy 4 Impact

Energy 4 Impact is a non-profit organisation that seeks 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.

Merger with Mercy Corps

In September 2021, Energy 4 Impact became a 100% subsidiary of the humanitarian and development NGO Mercy Corps. The merger allows Energy 4 Impact and Mercy Corps to increase impact by building on each other's technical expertise and reach, opening up new opportunities and funding for placing energy access at the heart of development projects.

Mercy Corps has a global development team of 5,600 which operates in more than 40 countries affected by poverty, climate change, crisis and disaster. Many of these are fragile states – for example Ethiopia and the Sahel countries of Mali, Niger and Burkina Faso – and nearly 80% of those without energy access come from such states. 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 \$488 million and in 2020 reached nearly 37 million people.



For more information, please see <https://www.energy4impact.org/> and <https://www.mercycorps.org/press-room/releases/energy-4-impact>

Overview of role

This is an exciting opportunity for an experienced NGO fundraiser with a background in energy access in Africa to make a real impact. Your job will be to grow the business of Energy 4 Impact and build on the exciting opportunities created by the merger with Mercy Corps.

Reporting to the Managing Director, you will be a key member of the Energy 4 Impact Senior Management Team. You will lead the business development and fundraising efforts of Energy 4 Impact in sub-Saharan Africa and beyond. You will play a key role in the merger, working closely with the wider Mercy Corps business development teams to develop joint funding opportunities and leverage the existing donor relationships of both organisations.

You will be responsible for the preparation of bids, business proposals and concept notes and taking new projects from inception to the start of implementation. You will be responsible for building Energy 4 Impact's existing donor relationships and establishing new ones, and will help develop relationships with bidding partners and project implementers.

Working with the Energy 4 Impact Senior Management Team and the Mercy Corps Business Development Teams, you will help establish the energy access business development priorities for Energy 4 Impact and the relevant Mercy Corps country teams and recommend strategies to achieve the agreed goals and objectives. You will lay the foundations for longer-term, multi-year projects, structured around the key strategic themes and development challenges that Energy 4 Impact and Mercy Corps are seeking to address.

You will lead a small Business Development team and work closely with Energy 4 Impact's Programme Management, Communications and Finance teams to realise new funding opportunities.

Responsibilities

- Lead organisational efforts to identify and secure new donor funding in sub-Saharan Africa and beyond, in close collaboration with the Energy 4 Impact project implementation teams (Programme Management, Finance, HR and Communications)
- Lead the development and implementation of the Energy 4 Impact business development strategy, in close collaboration with the Mercy Corps Business Development Teams.
- Build relationships with existing and new donors, including development agencies, development financing institutions, corporate trusts and foundations, and other potential targets.
- Develop joint funding opportunities with the Mercy Corps Business Development Teams and leverage the existing donor relationships of both organisations.
- Develop alliances and consortia with potential implementing partners for joint bids.
- Lead the preparation of high-quality bids, proposals and concept notes which are consistent with our organisational strategy and tailored to the needs of the donor. Some proposals will be RFPs, while others will be more unsolicited and bespoke.
- Prepare project budgets, logframes and gantt charts, in collaboration with the programme implementation teams.
- Analyse new business opportunities (e.g requests for proposal) and make go/no go recommendations.
- Lead contract negotiations with donors and other relevant stakeholders.

- Oversee the process from proposal development to start of project implementation, including project management, market research and competitor analysis, donor administration, teaming agreements, proposal writing, budget preparation, quality assurance and contract negotiation.
- Oversee tracking and reporting of business development pipeline and success rates broken down by donor and country. Prepare reports as required for the Energy 4 Impact Board and Senior Management Team.
- Support and provide advice to other parts of Energy 4 Impact and Mercy Corps (e.g African Regional and Country Offices, Project Managers) in originating local funding opportunities and development of project concepts.
- Support Project Managers in securing contract extensions and related follow-on work for existing projects.
- Facilitate the handover of new projects to the project implementation teams.
- Manage a small Business Development Team, providing advice and support as needed.
- Represent the organisation at industry conferences and events as a presenter or participant

Qualifications

Work Experience

- 7-12 years' experience in NGO fundraising, business development and proposal preparation, ideally in an energy access context in Africa

Academic and Professional Qualifications

- Graduate or postgraduate qualification in relevant discipline e.g Business Management, Economics, Finance, Marketing, International Development, Energy, Environment, Climate Change

Skills and Knowledge

- Successful track record in programme fundraising (for projects of \$100,000 to \$10 million), especially in energy access
- Extensive network with public donors, private foundations and other relevant stakeholders, especially in Africa
- Ability to develop partnerships and strong and effective relationships with multiple stakeholders
- Excellent organisation and project management skills. Ability to manage multiple projects and meet deadlines
- Strong written and oral communication skills. Ability to prepare high quality proposals and concept notes and communicate complex ideas in a user-friendly way
- Strong analytical and research skills
- Strong numerical skills. Ability to develop project budgets and reports in excel
- Ability to identify key contractual issues and negotiate accordingly
- Good team management skills
- Ability to work with a diverse mix of professionals and different cultures
- Knowledge and understanding of the energy access market, and the entrepreneurial and impact investing sector, preferably in an African context
- Fluent English a must
- Fluent French an advantage

Personal qualities

- Team player
- High energy



- 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
- Willingness to travel 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 January 31, 2022.** 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.