



Position Description - Agricultural Economist

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

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 and agricultural products and services to the rural poor. 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 around solar irrigation, cold storage, milling and e-mobility. 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>

POSITION OVERVIEW

This is a newly created position within Energy 4 Impact and stems partly from our merger with Mercy Corps. You will be a key member of Energy 4 Impact's business advisory team, which provides consultancy services to a wide range of energy access SMEs including those supporting the agricultural, fishing and dairy value chains. You will carry out research that informs how energy can contribute to different parts of the value chains. You will work with different teams in Energy 4 Impact and Mercy Corps to design and implement programmes that improve the livelihoods and increase the resilience of smallholder farmers and fishermen, initially focusing on Sub Saharan Africa. You will be based at our HQ in Kenya and will occasionally be required travel around Sub Saharan Africa.

RESPONSIBILITIES

- Lead analysis of agricultural, fishing and dairy value chains in Sub Saharan Africa and other developing markets.
- Analyse market opportunities and challenges across the value chains, from importing and production, to processing and conservation, to transportation and last mile distribution to end users.
- Support Energy 4 Impact / Mercy Corps in designing and implementing programmes for improving the livelihoods and resilience of smallholder farmers and fishermen across these value chains.
- Carry out in-depth studies of specific value chains at local, national and regional levels for donors.
- Identify potential for energy interventions in different value chains, for example solar irrigation, water treatment, cold storage, milling and e-mobility.
- Advise SMEs on their business and financial models, including analysis of upstream and downstream markets and recommendations on market linkages and potential partners.
- Advise SMEs on the unit economics of their products and their potential competitiveness in different end user markets (product functionality and suitability, ability and willingness of customers to pay).
- Support the Business Development team in preparing bids, concept notes and proposals for donors consistent with their objectives and requirements.

SKILLS AND EXPERIENCE

Academic Qualifications

- Graduate or postgraduate degree in economics, agronomics, finance, business management or other relevant subjects.

Work Experience

Must have

- 3-7 years of experience in the economic analysis of agriculture, fishing or dairy value chains, ideally in an African or developing country context.
- Experience in analysing private sector business models, including unit cost analysis and cost-benefit analysis.
- Experience in using quantitative and qualitative research and surveys to test economic hypotheses.
- Ability to carry out regional, country or sector level market analyses.

Nice to have

- Experience in productive use of energy for agriculture and fishing, including irrigation and water pumping, cold chains, milling and transportation.
- Knowledge of the policy and regulatory environment, including cross-border trade, in global, regional and national agricultural and fishing markets.
- Experience in advising, mentoring and training SMEs and micro-enterprises in a developing country context.
- Experience in cereals, horticulture, dairy, fishing and aquaculture is particularly relevant.
- Experience working with rural or off-grid business models and an understanding of the unique challenges faced by businesses operating in Africa.

Skills

- Strong analytical and problem solving skills
- Good understanding of the agricultural and energy markets, preferably in an African context
- Strong written and oral communication skills. Ability to write high quality written documents.
- Ability to critique and develop financial models.
- Fluent English a must.
- Fluent French an advantage.

Attributes

- Team player.
- Attention to detail and a focus on results.
- Ability to think outside the box.
- Ability to organize work independently.
- Ability 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 with a team from diverse backgrounds
- Willingness to travel in country, regionally and internationally sometimes on short notice
- Passion for working in the impact space
- Close alignment with Energy 4 Impact / Mercy Corps mission and values

OUR VALUES

Ongoing Learning



In support of our belief that learning organizations are more effective, efficient and relevant to the communities we serve, we empower all team members to dedicate 5% of their time to learning activities that further their personal and/or professional growth and development

Diversity, Equity & Inclusion

Achieving our mission begins with how we build our team and work together. Through our commitment to enriching our organization with people of different origins, beliefs, backgrounds, and ways of thinking, we are better able to leverage the collective power of our teams and solve the world's most complex challenges. We strive for a culture of trust and respect, where everyone contributes their perspectives and authentic selves, reaches their potential as individuals and teams, and collaborates to do the best work of their lives.

We recognize that diversity and inclusion is a journey, and we are committed to learning, listening and evolving to become more diverse, equitable and inclusive than we are today.

Equal Employment Opportunity

Energy 4 Impact / Mercy Corps is an equal opportunity employer that does not tolerate discrimination on any basis. We actively seek out diverse backgrounds, perspectives, and skills so that we can be collectively stronger and have sustained global impact.

We are committed to providing an environment of respect and psychological safety where equal employment opportunities are available to all. We do not engage in or tolerate discrimination on the basis of race, color, gender identity, gender expression, religion, age, sexual orientation, national or ethnic origin, disability (including HIV/AIDS status), marital status, military veteran status or any other protected group in the locations where we work.

Safeguarding & Ethics

Energy 4 Impact / Mercy Corps team members represent the agency both during and outside work hours when deployed in a field. Team members are expected to conduct themselves in a professional manner and respect local laws, customs and Mercy Corps' policies, procedures, and values at all times and in all in-country venues.

Energy 4 Impact / Mercy Corps is committed to ensuring that all individuals we come into contact with through our work, whether team members, community members, program participants or others, are treated with respect and dignity. We are committed to the core principles regarding prevention of sexual exploitation and abuse laid out by the UN Secretary General and IASC. We will not tolerate child abuse, sexual exploitation, abuse, or harassment by or of our team members. As part of our commitment to a safe and inclusive work environment, team members are expected to conduct themselves in a professional manner, respect local laws and customs, and to adhere to [Mercy Corps Code of Conduct Policies](#) and values at all times. Team members are required to complete mandatory Code of Conduct E-learning courses upon hire and on an annual basis.

Accountability to Project Participants

Energy 4 Impact / Mercy Corps team members are expected to support all efforts towards accountability, specifically to our program participants and to international standards guiding



international relief and development work, while actively engaging participant communities as equal partners in the design, monitoring and evaluation of our field projects.

CONTACT

Applications will be considered on a rolling basis. Interested parties are encouraged to apply as soon as possible and at the latest by **28 February 2022**. To apply, please send your CV, along with a covering letter to recruitment@energy4impact.org. 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.