End Poverty is looking for an East Africa Impact Investment Manager

END POVERTY

End Poverty (www.endpoverty.org) is a faith-driven non-profit organization that has been partnering with Christian microenterprise organizations in Asia, Africa, and Central America to enable individuals and families to free themselves out of the entanglements of poverty. Since 1985, End Poverty has provided microloans, business and discipleship support to microentrepreneurs living in poverty, through Christian microfinance organizations around the world.

In 2020, End Poverty will launch a pilot project to support Small and Growing Businesses (SGB) in East Africa, through local partners and a community of impact donors who believe businesses can transform society and sustainably alleviate poverty. We believe that by addressing the lower “missing middle” of finance (US$10 – 100k) and coaching entrepreneurs in their leadership journey we can unlock the impact and growth potential of small businesses.

ROLE DESCRIPTION

The East Africa Impact Investment Manager will lead the pilot initiative in Kenya and Uganda. As the driver of the pilot project implementation, this person will be responsible for identifying impact and growth-potential businesses, facilitate investment assessment and agreement, provide comprehensive post investment support, as well as connecting the different stakeholders involved in the project and the entrepreneurs. This person will be working closely with End Poverty’s global operations team who visit East Africa frequently.

We value:
- Experience living and working in East Africa;
- Entrepreneurship experience and local business knowledge;
- Values aligned with End Poverty’s in supporting faith-driven entrepreneurs in reflecting Christ in their enterprises;
- Interests aligned with End Poverty’s in fighting poverty by empowering entrepreneurs in developing countries with economic, social and spiritual development resources;
- Ability to mix strategic, high level thinking with practical detail-oriented hands-on tasks;
- Comfortable working in a fast-paced, innovative, entrepreneurial environment;
- Ability to think critically to solve problems, take initiative and effectively manage competing priorities and deadlines.

We expect:
- Strong interpersonal skills - ability to effectively communicate online and offline (orally and written), in different time zones, and with people from other cultures;
- Highly motivated, action oriented, and results driven with a positive ‘can do’ attitude;
- Previous entrepreneurial experience and/or providing post investment support to early/growth stage businesses
- Strong business modelling, business acumen and strategy development skills;
- Degree in Accounting, Finance, business or related discipline (preferred);
- Experience in conducting legal/financial due diligence, fund/portfolio management, credit risk analysis or SME lending (preferred);
- Strong work ethics to manage own time and work deliverables, with minimal supervision;
• Local applicants from East Africa, i.e. applicants must have all necessary permissions to work in East Africa;
• Ability to commit full-time to End Poverty (40 hours/week), starting in February/March 2020 (exact date to be discussed);
• Flexibility in working hours and availability to adjust to different time zones;
• Availability to travel in East Africa (Kenya and Uganda);
• Strong cloud-based organizational and comfortable user of new technologies e.g. project management tools, Google Drive and other apps from G Suite package, etc.

We provide:
- Fair compensation (to be discussed), plus work travel expenses covered (flights, accommodation, meals and other expenses);
- Opportunity to learn from a global team with rich experience in fighting poverty in different geographies;
- Opportunity to learn and work closely with entrepreneurs driven by their passion, vision and experience in creating sustainable jobs and creating prosperity in East Africa;
- Opportunity to learn new skills and develop as a professional and be part of the global fight against poverty in one’s own country/region, working in flexible hours and without having to relocate;
- Opportunity to travel to other African countries and other continents, learning from different cultures and people.

Key responsibilities:
• Establish and develop a pipeline of high-potential entrepreneurs;
• Assess enterprise investment readiness, including conducting financial and operational due diligence of potential investments;
• Prepare and pitch potential investments to our Investment Committee;
• Conduct post-investment support i.e., working with entrepreneurs to provide robust growth models, job creation strategies and investment strategies to support business growth; connect them to tailored technical assistance;
• Conduct coaching and mentoring of entrepreneurs, addressing core business issues, supporting the entrepreneur in key business and leadership decisions, mentor the entrepreneurs in their leadership development and faith journey;
• Engage local and international coaches and mentors in providing guidance to the entrepreneur, facilitating and complementing the interactions and learnings;
• Proactively engage a local and global community of like-minded organizations with the mutual resolve to promote faith-driven entrepreneurship in East Africa;
• Co-design and implement monitoring, evaluation and learning tools; track business and impact progress against milestones defined on investment agreement; and, contribute to the analysis of enterprises progress, results and lessons on a continual basis.

INTERESTED?
If you’re interested in this position, email your updated CV, motivation letter and expected salary in USD/year to madalena.santos@endpoverty.org with the subject “East Africa Impact Investment Manager”. We will be reviewing applications on a rolling basis, so don’t wait to apply!