



Job title: SME Advisor

Reports to: Head of Advisory Services

Based in: Kigali (preferred) or Nairobi

Background

Energy 4 Impact is a non-profit company that seeks to alleviate poverty in Sub Saharan Africa by helping the private sector to accelerate access to energy. Supported by a head office in London, about 90 of our 100 staff are based in our regional offices in Kenya, Rwanda, Tanzania, Uganda, and Senegal.

We deliver demand-driven, practical and customised advice to project developers, SMEs, social enterprises, and micro-enterprises that provide renewable energy services to off-grid and on-grid communities. We work with companies employing a range of business models and technologies, including green mini-grids, solar lighting, distributed solar home systems, clean cook-stoves, biomass-based fuels and ancillary services such as metering and PAYG.

We have operated in Africa for the past 11 years and have a 100-strong roster of active energy SME clients. Some are just starting up or in pilot phase, while others are in scale-up or growth phase. Our ultimate goal is to increase the likelihood that they mature into sustainable, profitable commercial enterprises and play a meaningful role in electrifying the 1.3 billion people currently without power.

We are supported by multilateral development agencies and development financing institutions, including EU, US Aid, UK Aid, SIDA, World Bank, African Development Bank and IFC, as well as a number of foundations. Since our creation in 2006, we have supported over 3000 businesses and those businesses have created over 9,000 jobs, raised \$111 million and enabled 14.8 million people to get access to energy. For more information about Energy 4 Impact, please see our website <https://www.energy4impact.org/>

Mini-Grid Experience

We are currently running four technical assistance programmes for green mini-grid developers funded by the African Development Bank (covering Sub Saharan Africa), IFC (Tanzania), SIDA (Rwanda) and World Bank (Kenya and Tanzania). The World Bank programme is focused on promoting productive end use of the electricity generated from mini-grids.

The Scaling up Off-Grid Energy in Rwanda (SOGER) programme is targeted at private developers delivering pico and mini-hydro and other renewable energy to 77,500 people in rural areas. We have already identified 37 mini-grids and small IPPs ranging in size from 16kW to 5MW and have started providing technical, commercial and financing advice to the project developers and the micro-enterprises located in their catchment areas.

Over the last 11 years, we have worked with over 50 clients in the mini-grid sector, including micro-utilities and project developers using solar, hydro, biomass and renewable-diesel hybrid technologies.

Role

You will be a key member of our African Advisory team, which includes professionals from a range of private sector backgrounds, including entrepreneurship, project development, banking and investment, micro-finance, management consulting, engineering and law.

You will provide business, financial and capital raising advice to mini-grid and small IPP developers, including business model assessment, financial modelling, match-making, pitching to investors and other capital raising matters.

You will work closely with other members of the team who will advise project developers on demand assessment, site selection, feasibility studies, technical system design, regulatory approval, community engagement, cooperation with anchor customers, promotion of productive use around mini-grids, development of partnerships, equipment procurement, construction, commissioning, and operation and management.

You will primarily support the SOGER programme in Rwanda, although you will also have the chance to work on other projects across Sub Saharan Africa through our AFDB-funded mini-grid programme. You will be based in Kigali or Nairobi.

Responsibilities

- Provide mini-grid and small IPP developers with business, financial and capital raising advice in Rwanda and other counties in Sub Saharan Africa.
- Advise developers on business models, review investor pitch decks, and help prepare bankable financial models.
- Advise developers on capital raising (grant, equity, debt) for both early and later stage projects, making introductions and supporting negotiations through to financial close as required.
- Develop relationships with local investors, financial institutions and donors active in mini-grids and small IPPs.
- Maintain up-to-date knowledge of local market mini-grid developments and regulations, including PPAs.
- Provide technical assistance to local financial institutions on lending to small project developers as required.

- Work with our capital access team to develop and implement financing solutions for productive end users of mini-grids.
- Conduct advisory engagements (including market reports, investment readiness analyses, partnership facilitation etc.) for project developers, renewable energy SMEs and social enterprises.
- Support programme managers on donor reporting and other areas as required.
- Help Energy 4 Impact to develop its internal processes and institutional knowledge of financing, business models, regulatory issues etc.

Requirements

- **Experience:**
 - 5+ years' experience in energy project financing, energy development or energy financial advisory in developing countries
 - 2+ years' experience mini-grids, rural and off-grid businesses and small-scale IPPs
 - Experience with early stage businesses or impact investing an advantage
 - Experience in Rwanda or other parts of Sub Saharan Africa an advantage
- **Skills and Attributes:**
 - Ability to critique and develop financial models
 - Good networking abilities and understanding of local banks and investors
 - Strong intercultural skills and awareness
 - Good team player and ability to deliver within a diverse mix of professionals
 - Strong oral and written communication skills
 - Ability to see the big picture and connect the dots
 - Attention to detail and focus on results
 - A can-do and collaborative mindset – comfortable with the ambiguities and demands of a rapidly evolving and entrepreneurial environment
 - Passionate about working in the impact space

To apply, please send your CV, along with a covering letter to recruitment@energy4impact.org . Only shortlisted candidates will be contacted. The deadline for applications is **June 30**.

Energy 4 Impact is an Equal Opportunity Employer and encourages applications from qualified individuals regardless of race, religion, national origin, sexual orientation or disability.