ENERGY4IMPACT
ACCELERATING ACCESS TO ENERGY

SME ADVISOR

Reports to: Head of Advisory Services

Based in: Dar es Salaam, Tanzania

Background

Energy 4 Impact is an international advisory organization supporting the energy sector in Sub-Saharan Africa. We deliver demand-driven, practical, and customised support to SMEs, project developers, social enterprises, and micro-enterprises that provide renewable energy services to off-grid communities.

Our team of 90 people includes primarily locally based professionals who are supported by a small head office in London. The organization is comprised of:

- **Country Teams** in Kenya, Tanzania, Uganda, Rwanda, Senegal. These teams provide business and technical skills training and mentorship to micro-enterprises that deliver "last-mile" energy services, and support them to access finance from MFIs, SACCOs and local banks.

- **Advisory Services team** in Nairobi that provides consulting and advisory to SMEs, project developers and social enterprises, and supports them to secure corporate/project financing.

- Administrative and support staff based in our London HQ and Nairobi regional head office.

Energy 4 Impact is funded by major development agencies e.g. Sida (Sweden), DfID (UK), World Bank, USAID, Barclays, OFID, and EU. Since our founding in 2006, we have leveraged $100 million of grant funding to support more than 3,000 businesses.

Role

This role is within Advisory Services, a Nairobi-based team of professionals from a range of private sector backgrounds including investment banking and private equity, management consulting, law, entrepreneurship, infrastructure project development, micro-finance and engineering.

Our clients are primarily based in East Africa and range in the stage of their development from ideation/pre-pilot to scale-up. We work with companies employing a range of business models and technologies. Many are developing small-scale assets for power generation and distribution (e.g. through mini-grids) using solar, biomass gasification, or hydropower, while others produce or distribute solar lights or home systems, clean cook-stoves or biomass-based fuels.

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Off Ngong Road, Opposite Panorama Court
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Registered charity No 1119168

Our common near-term aim is to help our client develop into a business that will withstand a due diligence process designed to assess its financial, operational and technical robustness. Our ultimate goal is to increase the likelihood that the company matures into a profitable commercial enterprise that plays a meaningful role in electrifying the 1.3 billion people currently without power. In short, we work with companies to increase their prospects for survival and growth.

We help companies develop their business model, enhance operational execution, and access financing. Engagements typically consist of some combination of management consulting or capital advisory, market research, and assistance developing new partnerships. Many clients find significant value in our knowledge of, and preparation for, financiers – from commercial private equity firms, to impact investors or donors.

We have completed more than 220 engagements with more than 112 companies, and our clients have raised a cumulative $83 million of debt, equity and grants since engaging with us.

Responsibilities for the role include:

- Conducting advisory engagements (which span strategy consulting, investment readiness, partnership facilitation, project development support, and "customized projects") with SMEs, social enterprises and project developers working in the energy access sector.
- Supporting clients to access financing, and using Energy 4 Impact institutional knowledge and relationships with financiers, investment requirements, and transaction structures to advise clients and help them be successful in closing transactions.
- Developing pipeline projects that fit Energy 4 Impact's priorities/capabilities with current or new clients.
- Helping to develop Energy 4 Impact's internal processes and knowledge of technologies, business models, regulatory issues, financing process, etc.
- Delivering high quality work product and providing high quality inputs to colleagues, with attention to detail and a focus on results.
- Provide guidance and mentoring to Business Analysts and Senior Analysts who would be supporting the SME Advisor in delivering the project.

Requirements

Academic Qualification & Experience

- 5- 7 years of experience in management or strategic consulting or financial advisory, (and/or)

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- 5-7 years of experience in energy project development, operations, or financing; or experience in early-stage entrepreneurship,
  (and/or)
- Experience as an early-stage business building as an entrepreneur, investor (PE/VC/impact investing), or other service provider e.g. incubation.

Personal Attributes

- Good team building and motivational skills with an ability to work with a diverse mix of professionals and deliver.
- Strong Analytical & Problem Solving skills
- Strong communication skills, both oral and written.
- Ability to see the big picture and connect the dots.
- 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.
- Passionate about working in the impact space.

Preferred Experience

- Experience working with rural and off-grid business models and technologies, and an understanding of unique challenges faced by businesses operating in Africa.

Energy 4 Impact exists 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.

To apply, please send your CV, along with a covering letter to **recruitment@energy4impact.org** using SME Advisor Tanzania as reference, by Friday, 17th November 2017. 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.

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