

## Vacancy Announcement - Inclusive Business Investment Advisor Based in Lusaka, Zambia

SNV Netherlands Development Organisation has been selected by the Swedish International Development Cooperation Agency (SIDA) as the Fund Manager to manage the Innovations Against Poverty fund (IAP) from September 2016 until August 2020. The overall purpose of IAP is to support entrepreneurs to develop innovative Inclusive Business models in Cambodia, Uganda, Zambia and Ethiopia that deliver both commercial benefits for the private sector and developmental benefits for the low income people, in terms of job creation, income improvements and availability of more affordable goods and services.

IAP will provide business mentoring support and award non-reimbursable investment funding of selected proposals to companies operating in the targeted markets through competitive calls for relevant business proposals that will handle market challenges innovatively, benefit the poor and be commercially viable, scalable and replicable in the long run. A key aspect is the ability of leveraging the funding to achieve impact and catalyze both commercial and developmental benefits.

Funding is available for up to EUR 200,000 per project for proposals in four sectors – Agriculture, Energy, Water Sanitation & Hygiene and ICT (with ICT either as a stand-alone sector or cutting across the others).

SNV is looking to fill in the position of a dynamic Inclusive Business Officer with the following profile:

### Responsibilities

- Support the IAP2's Executive Manager in the development of the procedures, framework, strategies and tools in accordance to the local context
- Report to the Zambia government about project implementation, including budget utilization
- Supporting the set-up and implementation of each round of call for proposals (expected to be in February 2017 and in October 2017), including specific responsibilities to be assigned by the IAP2's Executive Manager on marketing, applications processing, due diligence, selection, applicant support, guidance and coaching, amongst others.
- Providing business mentoring, facilitation and strategic technical assistance and innovation advisory for the grantees in accordance to the relevant sectors and business models.
- Management of a number of local grantees, including: coordination, monitoring performance of grantees, alerting of any unsatisfactory performance and milestone checking.
- Revise, analyze (including field verifications), report and process reimbursement requests from companies. Advise the financial team and the Executive Manager on the compliance of IAP standards and requirements.
- Coordinate with the IAP's Financial Officer on all the steps along the process of reimbursement/disbursement for each grantee.
- Supporting actions for scaling up strategies and matchmaking
- To contribute to knowledge management/learning by preparing case studies, lessons learnt good practices and collecting data, statistical, qualitative, and anecdotal evidence collected by the IAP Team
- Disseminate the IB models/ideas to different stakeholders aiming for a systematic change in the emerging market
- Any other duties that may be assigned by IAP2's Executive Manager.

### Candidate profile

- MBA or equivalent qualification
- 7 years of relevant working experience, preferably in the development sector, business development services, consulting firms in the agriculture sector or investment funds
- Experience with agricultural investments that involve small farmers supply chains
- Experience with Energy, ICT and WASH that involve low income consumers
- Experience or solid understanding in monitoring and evaluation in development and private sector projects, including financial management and reporting
- Understanding of poverty and social impact
- Ability to think and work independently, analyze problems, and identify solutions;
- High degree of initiative, flexibility, reliability, discretion and willingness to learn;
- Good understanding of field realities; ability to link different professional spheres: business, government, and civil society
- Cross cultural skills and management experience of multiple complex tasks.
- Strong facilitation skills, mentoring skills and good problem solving and analytical skills
- Ability and willingness to travel.
- Excellent spoken and written English
- Good computer skills in MS-applications (Word, Excel, Outlook, Internet, Etc.)



Netherlands  
Development  
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**Contract Duration:**

2years with possibility of extension will be offered.

**How to apply**

Applicants should submit an application letter addressed to the Country Operations Manager with full updated CV, pay rate history for the last three years, three professional references including their email addresses and day contact phone numbers.

Applications indicating the position applied for should be submitted to [zambia@snvworld.org](mailto:zambia@snvworld.org) with copy to [zambiajobs@snvworld.org](mailto:zambiajobs@snvworld.org) not later than **Friday 23<sup>rd</sup> December, 2016**.

Please do not attach any academic and professional certificates.

For detailed job profiles kindly visit our website: [www.snvworld.org/zambia](http://www.snvworld.org/zambia)