



## I-DEV INTERNATIONAL ASSOCIATE PARTNER (AFRICA)

**POSITION:** Associate Partner

**FOCUS:** Emerging Market Venture Capital, Investment Advisory & Business Strategy

**START DATE:** Immediately

**LOCATION:** Nairobi, Africa (I-DEV Africa Regional Headquarters)

### ABOUT I-DEV INTERNATIONAL

I-DEV International ([www.idevinternational.com](http://www.idevinternational.com)) is a global strategy and investment advisory firm with offices in Lima (Peru), San Francisco (USA) and Nairobi (Kenya) committed to unlocking the unique insights, innovation and investment needed to build and scale high-impact businesses around the world. We advise on private sector strengthening initiatives and directly support SMEs (Small Medium Sized Enterprises) in their Seed through Series C rounds to become regional and international leaders. By building these leading businesses and a stronger private sector, we are creating jobs, bolstering local economies, and reducing stressors that drive conflict. I-DEV has worked in over 10 sectors to create game changing impact; however, core areas of expertise include Mobile/Internet Technology, Clean Energy, Sustainable Agriculture, and Emerging Markets Supply Chains.

Founded in 2009, I-DEV has become known as “a unique combination of grassroots development, hard-nosed business and savvy 2.0 smarts.” We have built a network of clients and partners that includes 100+ emerging market and impact investment funds (with over \$10 billion in combined committed capital), Fortune 500 corporations, high impact SMEs, and leading foundations and development organizations.

### I-DEV AFRICA SAMPLE ENGAGEMENTS

- Sole-Sell Side Advisor for a Series Seed round of \$1.5M for Kenyan m-commerce enabled B2B distribution company
- Program review and strategy development for the World Bank and leading clean energy companies on market-based interventions that will bring clean energy and improved cooking solutions to East Africa’s refugee camps and slums
- Sole-Sell Side Advisor on \$4M capital raise & Pan-African expansion strategy for largest branded beverage company in Burkina Faso
- Due diligence strategy and advisory support to USAID’s Development Innovation Ventures grant program focused on investing in high-impact for-profit and non-profit innovations
- Analysis and entry strategy for developing leading cold chain infrastructure business in East Africa
- Ongoing due diligence, fund management and fund strategy support to the Global Alliance for Clean Cookstoves, ranging from early stage capacity building to pilot innovation and growth stage venture grant initiatives
- Field focus groups and value chain mapping of the livestock & meat sector in Kenya to make recommendations to a leading development initiative on priority investments to attract foreign investment
- East Africa market penetration and growth strategy for leading South African clean energy company



### **POSITION DESCRIPTION & RESPONSIBILITIES:**

The Associate Partner bridges the roles of manager and partner. This includes:

1. Acting as a client relationship manager on multiple live engagements, including offering strategic guidance, ensuring progress toward project milestones and ensuring timely completion of engagements to I-DEV's standards of quality;
2. Actively engaging in and leading business development initiatives with new clients, and continuing to strengthen long-term relationships with existing clients;
3. Leading and/or supporting other active client-facing and internal SSA and global strategy engagements;
4. Managing teams of 2-5 Senior Associates, Associates and Analysts, as well as providing ongoing training and mentorship support.

### **QUALIFICATIONS & SELECTION CRITERIA**

At I-DEV, we seek to hire and train the next emerging markets and global leaders focused on high-growth, high-impact business solutions, and to share critical insights developed through our work. We seek world travelers, adventurers and game changers who believe anything is possible and that we can make it happen. Our teams are lean, and yet not afraid to go above and beyond or get our hands dirty to uncover the best solutions for our clients.

#### **Core qualifications for Associate Partner:**

- Minimum of 7 years of experience in a management consulting and/or investment for a leading global firm
- Masters Degree (e.g. MBA or equivalent in finance, strategy) from a leading global university preferred; or comparable senior-level professional experience
- Ability to build strong relationships with partners and colleagues, and effectively lead teams of 5 or more on uncovering critical insights
- Experience making senior level strategy decisions for clients and/or a regional office
- A broad personal and professional network in SSA that you are willing to leverage to uncover interesting opportunities
- Strong business development experience with C-suite executives and large corporations
- Interested in growing with I-DEV over the long-term, and to commit to at least 2 years with the company

#### **You may be a perfect fit, if these also describe you...**

- Independent, proactive, and comfortable asking the hard questions and driving results
- Passionate and curious about the next big business and economic development solutions for SSA
- Collaborative, and comfortable working in an entrepreneurial, unstructured environment
- Well-versed and familiar with key political, business and development trends in SSA (and regularly seek this knowledge, as well as share it with others)
- Believe that businesses- social enterprise or not- can create powerful change in emerging markets, and that long-term financial stability and growth of any business is a critical first step to creating meaningful social and environmental impact

### **COMPENSATION & BENEFITS**

Competitive salary; commission and performance-based bonus



### HOW TO APPLY

If this sounds like a good fit, please send your CV and responses to the following application questions:

1. Why are you a good fit for I-DEV, and how did you learn about this opportunity? What are examples of how your experience, interests and personality make you a strong candidate? (Max. 200 words)
2. What are the unique opportunities you see in SSA and hope to explore in the region while with I-DEV? What are 2-3 interesting initiatives, programs, investments or trends you are excited about? Why are you excited and what do you believe could be the long-term potential? This question is designed to test your big picture thinking and general understanding of the sector, so go ahead and be creative and specific with your answer (Max. 200 words)
3. If we were to speak with your colleagues and previous supervisors, what are 3 words they'd use to describe you? What are 1-2 examples of how you leveraged these traits or strengths to create value for you or something important? (Max. 200 words)

Responses should be sent to [careers@idevinternational.com](mailto:careers@idevinternational.com) with Subject Title: “**Associate Partner (Africa)**”

**The rolling application process begins immediately.**