



I-DEV INTERNATIONAL AFRICA DIRECTOR

POSITION: Africa Director

FOCUS: Emerging Markets Venture Capital, SME Strategy & Financial Advisory

START DATE: 2017

LOCATION: Nairobi, Africa (I-DEV Africa/Sub-Saharan Regional Headquarters)

ABOUT I-DEV INTERNATIONAL

I-DEV International (www.idevinternational.com) is a global strategy and investment advisory firm headquartered out of San Francisco (USA) with regional offices in Latin America (Lima, Peru) and Africa (Nairobi, Kenya). I-DEV is committed to unlocking the unique insights, innovation and investment needed to build and scale high-growth, high-impact businesses around the world. By helping to build leading businesses and a stronger private sector in the emerging markets where we operate, we are creating jobs, bolstering local economies, and reducing stressors that drive conflict. I-DEV has worked in across most industries, however, our core areas of expertise include Technology and Mobile Commerce, Clean Energy/Clean Tech, Agriculture and Agri-Processing, Retail and Fast Moving Consumer Goods, and Textiles and Apparel.

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 200+ 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

I-DEV currently operates two core business units, our Insight & Strategy Group and our Investment Advisory Group. Projects across these groups include:

INSIGHT & STRATEGY

- Digital customer engagement strategy for global corporation focused on increasing real-time, dynamic data collection from 100 million BoP customers across Africa
- Analysis and market entry strategy for cold chain infrastructure businesses in East Africa
- Value chain analysis and investment strategy for the Kenyan livestock & meat industry for a leading development initiative focused on attracting foreign investment
- East Africa market penetration and growth strategy for leading South African clean energy company

INVESTMENT ADVISORY

- Sole-Sell Side Advisor for the largest seed capital round in East Africa Tech to date for a high-growth m-commerce enabled B2B distribution company, Twiga Foods
- Sole-Sell Side M&A Advisor for one of East Africa’s leading retail chains
- Commercial and business model due diligence analysis for multiple emerging markets PE and impact investment funds
- Sole-Sell Side Advisor on debt and equity raise for the Pan-African expansion of leading West African beverage company
- Co-manager of EU30M venture grant fund for the mini-grid energy sector in Kenya



POSITION DESCRIPTION & RESPONSIBILITIES

As an I-DEV Partner and Africa Director, you will:

- Work with I-DEV's global Senior Partners and local team to develop and execute I-DEV's Africa strategy
- Lead business development and revenue generation across the region
- Lead, mentor and manage the Africa office and team, across Insight & Strategy and Investment Advisory Groups, including guiding KPI performance, training, coaching and management of the Africa Team in day-to-day operations
- Ensure effective management and successful execution of client projects and engagements
- Work with the C-suite management or existing and potential clients to improve operations, develop growth strategies and lead financial advisory transactions

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. Our Africa Director and Partner will be tasked with guiding this vision, and setting an example for the regional team to follow.

Core qualifications for Position:

- A minimum 10 years of experience in investment banking, private equity, venture capital, or management strategy consulting with a leading global or regional firm
 - Strong experience in both strategy (or operations) and finance is a plus
 - Must have strong financial modelling, financial analysis and term sheet negotiation capabilities
- A minimum of 6 years working in relevant sectors in Sub-Saharan Africa ("SSA") e.g. clean energy, supply chains, sustainable agriculture, mobile technology/m/e-commerce, retail/FMCG/CPG
- Significant previous experience and track record as a business, division or program manager
- Extensive experience leading teams in complex, analytical finance and/or business functions
- Strong local and regional network with the ability to generate significant new business and revenues
- Extremely effective communicator across a range of audiences; strong presentation skills
- Fluent in English (working knowledge or fluency in French a plus)
- Willing to travel up to 30% of the time

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

- Track record of experience with working in a fast-moving environment with cross functional and multi-cultural teams
- Experienced working with a range of stakeholders (including venture capital and private equity firms, DFIs, public sector and start-ups)
- Described by colleagues as an out-of-the-box thinker, innovator, or thought leader
- Comfortable in an entrepreneurial, unstructured environment



I-DEV INTERNATIONAL
Unlocking Business Potential In Frontier Markets

COMPENSATION & BENEFITS

Salary, commission, performance-based bonus and benefits package is competitive and in-line with local finance and consulting sector in Nairobi.

HOW TO APPLY

Candidates should send their resume and a message to careers@idevinternational.com with Subject Title: **"Africa Director."** Referrals from an I-DEV contact or candidates with significant experience at a leading international firm will be prioritized. Please make sure your message includes:

1. How you learned about the opportunity and I-DEV? If you were referred by someone, who and why? In what capacity have you worked with this person in the past?
2. What are 2-3 relevant and interesting initiatives, programs, investments or sector trends that you are most excited about? Why are you excited and what do you believe could be the long-term potential? This question is designed to help us understand what you are excited about, so go ahead and be creative and specific with your answer (Max. 200 words)

Also feel free to include samples of work or other evidence of qualifications.