



## I-DEV INTERNATIONAL SENIOR ASSOCIATE (AFRICA)

**POSITION:** Senior Associate (Africa)

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

**START DATE:** Immediately

**DURATION:** Two (2) Years

**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 & advisory support to USAID’s Development Innovation Ventures (DIV) grant program focused on investing in high-impact for-profit and non-profit innovations
- Analysis & 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
- Client relationship and new tech-focused product strategy recommendations for a leading global supplier of life improving products for BoP communities



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

The Senior Associate will play a critical role as a manager, knowledge resource and contributor to key client engagements and occasional internal strategy engagements, focused primarily on Sub-Saharan Africa. This will include:

1. Acting as a client relationship manager on multiple live client engagements, including offering strategic guidance, and ensuring progress toward project milestones and 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 Africa and global strategy engagements;
4. Manage teams of 2-3 Associates (Africa, and occasionally globally), and provide ongoing training/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 Senior Associates:**

- Minimum of 5 years of experience in management consulting for a leading global firm
- Self-starter who is passionate about creating lasting and critical change in Sub-Saharan Africa; Requires little to no reminders from Partners to conduct requested assignments; Is comfortable and thrives in uncertainty and entrepreneurial, unstructured environments
- Ability to build strong relationships with partners and colleagues, and effectively guide and manage teams of 2-4 on time sensitive engagements
- Excellent presentation skills; ability to communicate effectively with a broad range of audiences (including NGO directors, portfolio managers, and CEOs to entrepreneurs, farmers and more)
- Strong analytical skills; is able to think critically and brainstorm on big picture, out-of-the-box possibilities, then logically analyze and structure appropriate solutions
- Impeccable organizational skills and attention to detail; go-getter personality who will be persistent as needed
- Ability to lead in business development meetings- with small to large companies; as demonstrated from previous experience with large corporate clients and client relationship experience
- (A Plus) Masters degree in finance, business administration, international business or similar from a top university
- (A Plus) Previous experience and knowledge of Sub-Saharan Africa

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

- Independent, self-starter, proactive, comfortable asking the hard questions and driving results
- Persistent, passionate and curious
- Creative in and committed to identifying cost-effective solutions to any challenge



- Humble in collaboration and bold in ideas and brainstorming because you believe nothing is impossible, and understand that partnerships and buy-in are often critical to success
- Passionate about problem solving and emerging markets development
- Well-versed and familiar with key political, business and development trends in Africa (and regularly seeks this knowledge, as well as shares it with others)
- Interested in growing with I-DEV over the long-term
- 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: “**Senior Associate (Africa)**”

**The rolling application process begins immediately.**