

## Global Alliance for Improved Nutrition

<b>Job Title:</b>	<b>Call for Consultant</b> - Regional Representative (Africa) - GAIN Premix Facility/ENABLE Platform
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<b>Classification:</b>	<b>Consultant – Full time</b>	<b>Direct Reports:</b>	0
<b>Work Location</b>	Based at GAIN offices in Kenya or Tanzania. Other locations may be considered for the right candidate	<b>Travel Required:</b>	Up to 40%

The Global Alliance for Improved Nutrition (GAIN) is driven by the vision of a world without malnutrition. GAIN is a Swiss-based international organization that mobilizes public-private partnerships and provides financial and technical support to deliver nutritious foods to those people most at risk of malnutrition. The organization is delivering improved nutrition to an estimated 800 million people in more than 30 countries, half of whom are women and children. Nutrition interventions are as varied as the provision of fortified foods (e.g. fortified cooking oil in Indonesia, flour in Africa, soy sauce in China, fish sauce and condiments in Vietnam and biscuits in India); provision of specialized foods for infant and young child nutrition; behaviour change communications; and interventions to protect the most vulnerable affected by emergencies or chronic illness.

The GAIN ENABLE Platform integrates four facilities and a range of services for stakeholders involved in national fortification programmes: premix procurement, credit, audit and technical assistance/capacity building services. The aim of the ENABLE Platform is to provide services and good practice standards which will improve quality and compliance across the sector and for national programs. The first facility, the *Credit Facility* offers credit for procurement of quality inputs for fortified foods through a revolving fund has been the backbone of the GAIN Premix Facility model to date. The [GAIN Premix Facility \(GPF\)](#) offers a centralized bulk procurement hub and validation of quality-assured premix, analytical devices and fortification equipment for the sector. The *Audit Facility* offers audit and assessments conducted by GAIN's QA/QC team and partners for food industries; laboratories and food control agencies; and premix, micronutrient and MNP suppliers. Lastly, the *Capacity Building Facility* improves national systems for quality and compliance essential for sustainable fortification programs which lead to impact. The capacity building offered by the ENABLE Platform supports the establishment or strengthening of proven and replicable models of delivery.

Description
<ul style="list-style-type: none"> <li>• To manage a demand forecast, capture premix needs and quality related inputs for various segments; staple food fortification, targeted fortification for maternal, infant and young children nutrition, condiment fortification (e.g. salt iodization) for partners in Africa</li> <li>• Maintain country level account plans and databases for GPF clients including private sector industries, governments, international organisations and fortification implementing agencies;</li> <li>• Manage and further develop business relationships with key accounts of the GPF</li> <li>• Follow up on new leads and referrals resulting from field activity to increase overall impact of the GPF;</li> <li>• Liaise with the GAIN GPF team in Geneva and in the UK on quotations for premix supply;</li> <li>• Develop and maintain up-to-date GPF materials, presentations, proposals and procurement/sales contracts;</li> </ul>

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- Manage client relationships and communications during the premix procurement and fulfilment process including coordinating shipping schedules and delivery of merchandise and services ;
- To liaise with clients and certification agents on day to day operations of the GPF such as; conducting tenders, sample collection and testing, and ensure smooth procurement process from order placement through to delivery
- To manage product supply contracts with both GPF suppliers and clients including collection of payments.
- To liaise with prospective clients in order to develop tailored procurement solutions.
- To implement and track key performance indicators for both procurement and credit management
- Support the development of local premix supply systems and premix supply models for fortification programs.
- Identify and resolve client concerns;
- Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to the GPF staff;

### B. ADDITIONAL RESPONSIBILITIES

- Support expansion of new services such as supply of fortification dosifiers and analytical devices
- Represent ENABLE Platform to external stakeholders, technical meetings and conferences.
- Support provision of ENABLE Platform's technical assistance services under the Audit & Assessments and Capacity Building Facilities to partners in Africa including governments, NGOs and industries.

### Reporting/Communications

- To prepare high-quality, rigorous reports and other materials to communicate the performance of GPF.

### Other

- Contribute to concept development and fundraising proposals.

### Key Organizational Relationships

The Regional Representative (Africa), GAIN Premix facility/ENABLE Platform, will have regular contacts with the following:

- Senior Manager, Food Safety, Quality and Procurement: to review progress of all activities.
- Team members of Food Safety, Quality and Procurement and Large Scale Food Fortification; and GAIN Finance team.
- Director, Food Fortification: strategic direction, inputs and progress as and when required
- GAIN Country Managers, Program Managers and other GAIN initiatives: to forecast demand for premix and other quality related inputs
- Premix industry, financial institution where the GPF's revolving fund resides, clients and other organizations involved in nutrition to ensure smooth coordination of the premix and quality activities.

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Job Requirements
<p><b>Skills &amp; Attributes:</b></p> <ul style="list-style-type: none"> <li>• Excellent communication skills (oral and written).</li> <li>• Team player, flexible and goal-oriented, a real “can do” attitude.</li> <li>• Proven ability to work in an environment requiring collaboration with government, industries and international organizations.</li> <li>• Demonstrated ability to work with clients and suppliers.</li> <li>• Excellent command of spoken and written English is a must; French language a distinct advantage.</li> <li>• Ability to use initiative, prioritize, multi-task, and work well under pressure to meet deadlines.</li> <li>• Excellent administrative management skills.</li> <li>• Willingness to travel in challenging environments.</li> <li>• Computer literacy with excellent Excel, MS word, Outlook, and Power Point skills.</li> </ul>
<p><b>Experience:</b></p> <ul style="list-style-type: none"> <li>• Solid experience with a good understanding of food production, supplier management, client management, credit management and business development.</li> <li>• Food industry experience is a must and knowledge of fortification programs in Africa is highly desirable.</li> <li>• Experience in food ingredient or vitamin and mineral premixes industry will be a distinct advantage.</li> <li>• Experience in order management (import/export, supply chain or international customer service) is essential;</li> <li>• Understanding of procurement processes, familiar with Incoterms® 2010;</li> <li>• Experience using ERP/order management systems and generating reports a plus.</li> <li>• Candidates with combined food industry technical background and business experience would have an added advantage.</li> <li>• Previous work experience in Africa.</li> </ul>
<p><b>Education:</b></p> <p>Bachelor's or Master's degree in Food Technology, Food Sciences, Nutrition, Business or Supply Chain Management or equivalent;</p>
<p><b>Contract</b></p> <ul style="list-style-type: none"> <li>• Initially 12 months contract with possibility for an extension for a further 12 or 18 months for the right candidate or upon mutual agreement of both parties.</li> </ul>

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