



## The Global Alliance for Improved Nutrition

<b>Job title:</b>	Manager, Nutritious Foods Financing (N3F) Technical Assistance and Innovative Finance
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<b>Classification:</b>	Grade 5	<b>Direct reports:</b>	0
<b>Work location</b>	Nairobi, Kenya	<b>Travel required:</b>	30%

### The Global Alliance for Improved Nutrition (GAIN)

The Global Alliance for Improved Nutrition (GAIN) is a Swiss-based foundation launched at the United Nations in 2002 to tackle the human suffering caused by malnutrition. Due to COVID19, conflict in Ukraine and climate change, malnutrition and hunger have worsened significantly since 2019, reversing a decade of progress. There is growing recognition that our food systems need to change if we are to reverse these trends.

GAIN's Strategy aims to transform food systems to make healthier diets from sustainable food systems accessible to all people and especially those who are most vulnerable to shocks. By 2027, we aim to improve the access of 1.5 billion people to nutritionally enhanced staple foods, improve the access of 25 million people to healthier diets, and support positive food system change in 10 countries. This is bold and complex, and the only way to achieve this is to work together with partners including governments, businesses, and civil society at the country and global level. These goals, and the ways of achieving them, build on our twenty-year legacy of transforming people's lives with improved nutrition through concerted action and effective policy change.

### Innovative Financing for Nutrition

The Global Nutrition Report 2021 estimates an additional USD 39 to 50 billion is needed every year to close the finance gap and reach the nutrition targets of Sustainable Development Goal 2 'Zero Hunger'.

Innovative methods of resource mobilization are needed to increase overall funds dedicated to nutrition and to consciously target them towards the high priority needs of the most vulnerable.

Under the Nourishing Food Pathways (NFP) programme, GAIN is exploring opportunities in innovative financing solutions to scale nutrition impact.

### The Nutritious Foods Financing Facility (N3F): Pioneering Nutrition Financing

Small and medium enterprises (SMEs) are a critical engine of transformation: in Africa, for example, they produce over half of calories and over 80% of animal-source foods, fruits, and vegetables, while processing or handling about 65% of food in later stages of the value chain. For low-income consumers in particular, SMEs are essential for ensuring access to nutritious, safe foods.

Even though SMEs play such an essential role in food systems, they struggle to access the financing necessary to scale up their offerings to increase the availability and accessibility of nutritious, safe foods.

The Nutritious Foods Financing Facility aims to address these problems through a blended finance approach that focuses on improving nutrition by supporting SMEs in Sub-Saharan Africa. The Nutritious Foods Financing Facility will provide targeted funding to SMEs based on their financial needs and their ability to absorb and use the funds. With consumer nutrition at its core, N3F will have an integrated approach to impact and assess how SMEs support gender equity, environmental sustainability, engagement of consumers and suppliers, and employment.

To ensure the power of SMEs to deliver nutritious, safe foods is fully unleashed, N3F will also provide support beyond financing, through a technical assistance and impact monitoring component. These components are both led by GAIN, drawing on several years' prior experience of providing technical assistance to SMEs.

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DESCRIPTION
<p><b>Overall purpose</b></p> <p>The Manager, Nutritious Foods Financing (N3F) will:</p> <ul style="list-style-type: none"> <li>• Lead the implementation of GAIN's N3F Technical Assistance (TA) offerings, by overseeing and assessing the TA needs of SMEs, matching them with service providers, and implementing activities to ensure the quality of services provided.</li> <li>• Coordinate closely with the fund manager of N3F, Incofin, on pipeline development, joint site visits for due diligence by the Investment Manager and TA needs assessments by the N3F TA team, as well as data collected for the development of nutrition profiles for SMEs together with the MEL Specialist, so that the SMEs fit the N3F Fund financial and nutrition criteria.</li> <li>• Contribute to the financing engagement work of N3F, to improve awareness, capacity, commitment among investors of nutrition as an investment theme.</li> </ul>
<p><b>Tasks and responsibilities</b></p> <p><b>Technical</b></p> <ul style="list-style-type: none"> <li>• Oversee and design technical assistance support packages tailored to individual SMEs and group training according to common needs in the portfolio in Francophone Africa</li> <li>• Identify technical assessment needs of SMEs operating in the food value chain that are potential pipeline for the N3F Fund, working together with the investment officers at our partner asset manager Incofin Investment Management</li> <li>• Convene and facilitate learnings on approaches for investing in nutrition, generate data to spark attention and commitment from investors and funds.</li> </ul> <p><b>Project Design, Planning and Implementation</b></p> <ul style="list-style-type: none"> <li>• Provide strategic and technical leadership in the design, planning and implementation of the project as per the GAIN Project Management Guidelines (PMG).</li> <li>• Define project scope, activities and objectives in line with the GAIN business plans, programme frameworks, and organizational strategic priorities.</li> <li>• Identify suitable technical partners and propose roles that add value to the project.</li> <li>• Monitor the field and adapt the project activities and implementation modalities accordingly.</li> <li>• Enable and support team members to conduct assessments and take part in proposal developments.</li> <li>• Facilitate project review meetings at regular cycles and ensure (track) documentation of findings and recommendations in PRISM system.</li> </ul> <p><b>Project Management and Oversight</b></p> <ul style="list-style-type: none"> <li>• Responsible for consulting and/or communicating on any change requests or course corrections.</li> <li>• Identify, track and resolve project issues on an ongoing basis, and proactively seek support where issues require wider attention and resolution.</li> <li>• Monitor risks and develop contingency plans to respond to emergencies. Escalate issues when appropriate.</li> <li>• Work with relevant environment, gender and safeguarding specialists to ensure that they are integrated in project designs and implementation plans.</li> <li>• Ensure that implementation of project activities is in line with the policies and best practice standards of GAIN.</li> </ul> <p><b>Relationship Management</b></p> <ul style="list-style-type: none"> <li>• Engage key external partners in project design, implementation, and review.</li> <li>• Manage the roster of service providers and keep the service providers database up to date.</li> <li>• Represent GAIN at national and regional technical meetings, tradeshow and workshops and contribute to identifying SMEs that fit the N3F criteria across Anglophone and Francophone Africa, sharing them with Incofin, N3F Fund Manager</li> </ul>

## The Global Alliance for Improved Nutrition

- Lead on matchmaking activities between TA requirements and service providers, manage engagements between GAIN, service providers, and our beneficiaries.
- Maintain the SMEs pipeline database, coordinating closely with the fund manager, Incofin IM, on the status of priority potential investee SMEs operating in the food value chain to arrange joint site visits for due diligence (led by the Investment Manager at Incofin) and TA needs assessments (led by N3F TA)
- Lead on the SME pipeline development from GAIN African country teams and programmes.
- Share overviews of the pipeline status with the N3F TA team on a weekly basis for planning and forecasting of TA activities
- Identify the most relevant events to influence and raise awareness of nutrition investing outside of the food systems community.
- Collaborate closely with GAIN's Knowledge Leadership and our partner' MEL groups to ensure monitoring, evaluation and learning take place.

### Resource Management

- Write donors' reports in collaboration with project teams, technical teams, funding team and support teams.
- Ensure narrative reporting and financial accounting meet GAIN and donor's requirements.
- Work with international finance to ensure that accurate budgets and forecasting are drawn up for all activities, and that activities costs are kept within budgets.
- Leading on the procurement process by identifying, selecting and managing suppliers within ethical and procurement standards and guidelines.
- Ensure monthly project reporting (in line with GAINs Project Management Standards) to update management on program progress achieved, program plans, changes in direction and challenges encountered.

### Key organisational relationships.

- The Manager will report directly to the Senior Lead of Innovative Finance, working closely with other members of the N3F team and Innovative Finance team, other project colleagues within the Enterprise unit, and implementing partners as required for the agreed upon activities.
- The Manager will work closely with GAIN Country Offices to support the implementation of activities.
- Contribute to research and development of TA best practices.

## JOB REQUIREMENTS

### Competencies

- Technical understanding of emerging market finance, impact investment and / or development finance across Anglophone and Francophone Africa.
- A deep understanding of what makes an SME scale their operations, grow, and succeed and a demonstrated expertise in the assessment of needs and provision of technical assistance (TA) to SMEs, and more specifically to nutrition focused SMEs.
- Strong people management skills with a proven ability to influence internal and external stakeholders at all levels.
- Proven ability to use initiative, prioritise, multi-task, and work well under pressure to meet deadlines.
- Clear and systematic thinking that demonstrates good judgment, decision making, problem solving, and creativity.
- Excellent project coordination, management, negotiation, and advocacy skills.
- Effective communication and reporting skills in multi-cultural, multi-lingual environments (written and verbal).
- Flexible, with a willingness and ability to travel in challenging environments.
- IT literate with excellent MS Office skills. Advanced excel skills.
- Ability to operate within the private and public sectors to effectively liaise with food enterprises and development agencies at senior level.
- A strong commitment to GAIN's mission and to catalysing change through public-private collaboration.

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<p>Experience</p> <ul style="list-style-type: none"> <li>• Substantive experience directly or indirectly related to food supply chains and working with SMEs.</li> <li>• Experience in a leading role in a technical assistance facility / accelerator / incubator.</li> <li>• Advanced expertise directly or indirectly related to impact investing, development finance and/or grant-making and TA support to SMEs.</li> <li>• Proven experience in the agribusiness sector in emerging economies, especially in Africa.</li> <li>• Demonstrated excellence in written/verbal communications, research, writing/reporting, and analytical ability.</li> <li>• Experience working with international partners</li> </ul>
<p>Education</p> <ul style="list-style-type: none"> <li>• Master's level degree in a relevant field such as business administration, economics, agribusiness, agricultural economics, or bachelor's degree with requisite years of experience in any other relevant field.</li> </ul>
<ul style="list-style-type: none"> <li>• Other requirements</li> <li>• Professional proficiency in English is required.</li> <li>• Professional proficiency in French is highly desirable.</li> <li>• Willingness to travel when required.</li> </ul>
<ul style="list-style-type: none"> <li>• WHAT GAIN OFFERS</li> </ul>
<ul style="list-style-type: none"> <li>• Flexible working hours</li> <li>• Friendly working environment</li> <li>• Professional development opportunities</li> </ul>