

## Global Alliance for Improved Nutrition

<b>Job title:</b>	Senior Associate, Nutritious Foods Financing
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<b>Classification:</b>	Grade 4	<b>Direct reports:</b>	0
<b>Work location</b>	GAIN Africa Offices	<b>Travel required:</b>	30%

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. Working with governments, businesses and civil society, we aim to transform food systems so that they deliver healthier diets for all people, especially the most vulnerable.

Headquartered in Geneva, Switzerland, GAIN has offices in countries with high levels of malnutrition: Bangladesh, Benin, Ethiopia, India, Indonesia, Kenya, Mozambique, Nigeria, Pakistan, Rwanda, Tanzania and Uganda. To support work in those countries, we have representative offices in the Netherlands, the United Kingdom, and the United States.

At GAIN, we believe that everyone in the world should have access to nutritious, safe, and affordable food. Today, one in three people - drawn from nearly every country on the planet - are unable to consume enough nutritious food. We work to develop and deliver solutions to this daily challenge.

### **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 N3F aims to address these problems through a blended finance approach that focuses on improving nutrition by supporting SMEs in Sub-Saharan Africa. The N3F provides 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 has an integrated approach to impact and assesses 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 provides 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.

GAIN aims to share the impact and blended finance model learnings from the N3F, acting as a proof of concept for nutrition financing. Our goal is to inspire and attract further capital towards nutrition, particularly within innovative finance mechanisms.

### **Innovative Financing for Nutrition**

Under the Nourishing Food Pathways (NFP) programme, the Innovative Finance component is focused on supporting and encouraging investors and Development Finance Institutions (DFIs) to mobilize additional capital towards nutrition by supporting SMEs operating within nutritious crop value chains and incorporating a nutrition lens to their work. Thanks to initial diagnostic work performed to understand the barriers to invest in nutrition, in 2024 we published the findings in a [working paper](#) with the aim to increase engagement and

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collaboration on the topic. Following that diagnostic, we have been implementing our strategy to address the barriers identified in the paper, through advocacy (building the case for nutrition investing), as well as knowledge building.

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.

DESCRIPTION
<p><b>Overall purpose</b></p> <p>The Senior Associate, Nutritious Foods Financing, will work on two main programmes: 1) lead on provision of technical assistance to SMEs across the food value chain in Sub-Saharan Africa for the Nutritious Foods Financing Facility (N3F); and 2) co-lead and contribute to GAIN's work on innovative financing and coordinate activities under the Nourishing Food Pathways work package focused on innovative finance for nutrition. The Senior Associate will report to and work closely with the Senior Lead of Innovative Finance and other members of the N3F team, supporting the day-to-day activities of the Programmes.</p>
<p><b>Tasks and responsibilities</b></p> <ul style="list-style-type: none"> <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>• Design technical assistance support packages tailored to individual SMEs and group training according to common needs in the portfolio.</li> <li>• Perform matchmaking between TA requirements and service providers, manage engagements between GAIN, service providers, and our beneficiaries.</li> <li>• Monitor and coordinate the implementation of project workplans and ensure that all assignments deliver maximum value for money.</li> <li>• Fine-tune documented procedures, monitoring mechanisms, and feedback forms for the provision of TA to SMEs.</li> <li>• Work closely with GAIN's Knowledge Leadership and our partner' MEL groups to ensure monitoring, evaluation and learning take place.</li> <li>• Support on the NFP activities focused on innovative finance and nutrition investing, including consultancy collaborations and mapping of the nutrition investment landscape.</li> <li>• Support in the preparation of documents and presentations for donors as well as fundraising and investor outreach.</li> <li>• Represent GAIN at national and regional technical meetings and workshops and coordinate the organization of national and international events, technical meetings, and workshops.</li> <li>• Maintain up-to-date market knowledge/intelligence, geographic and sector mappings on the food and agriculture financing and (social) (impact) investing landscape and share the same within the GAIN team and more broadly, including identifying key partners to influence and support in communication pieces (blogs, reports, articles).</li> </ul>

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### Key organisational relationships

- The Senior Associate will report directly to the Senior Lead, Innovative Finance, working closely with other members of the N3F team, other NFP project colleagues and implementing partners as required for the agreed upon activities.
- Engage with SME Project Managers across GAIN country programmes.

### JOB REQUIREMENTS

#### Competencies

- Demonstrated expertise in the provision of technical assistance (TA) to SMEs
- A deep understanding of what makes an SME scale their operations, grow, and succeed
- Proven ability to use initiative, prioritise, multi-task, and work well under pressure to meet deadlines.
- Clear and systematic thinking that demonstrates good judgment, problem solving, and creativity.
- Excellent project coordination, management, negotiation, and advocacy skills.
- Effective communication 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, development agencies at senior level
- Understanding and passion for impact investment and / or development finance
- A strong commitment to GAIN's mission and to catalysing change through public-private collaboration.

#### Experience

- Professional experience directly or indirectly related to food supply chains, SMEs, technical assistance.
- Experience related to impact investment preferred.
- Experience in a technical assistance facility / accelerator / incubator.
- Knowledge and experience with national, public or regional development banks desirable.
- Demonstrated excellence in written/verbal communications, research, writing, and analytical ability

#### Education

- Bachelor degree in a relevant field such as finance, business, food value chain, economics, or other relevant field. Masters would be an added advantage.

#### Other requirements

- Professional proficiency in English is required.
- Professional proficiency in French or Portuguese is desirable but not essential

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### WHAT GAIN OFFERS

- A competitive remuneration package
- Flexible working hours through hybrid working opportunities
- Friendly working environment
- Professional development opportunities
- The chance to make a lasting contribution to reducing global malnutrition

*Please note that job descriptions cannot be exhaustive, and the post-holder may be required to undertake other duties, which are broadly in line with the above key responsibilities.*