

## Global Alliance for Improved Nutrition

<b>Job title:</b>	Manager, Nutrition Financing and Development
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<b>Classification:</b>	Grade 5	<b>Direct reports:</b>	1 - 5
<b>Work location</b>	Nigeria, Abuja, Kenya, Nairobi or Rwanda, Kigali	<b>Travel required:</b>	Up to 40%

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.

GAIN is entering into a partnership with IFAD to leverage better impact on the ground for IFAD's programme of work, including through improvement of in-country capacity. The goal of the IFAD grant to GAIN is to enable greater access to and consumption of more nutritious and safe foods for rural people affected by or at risk of malnutrition, contributing to improved nutrition outcomes.

There are three specific objectives of the grant:

- Supporting public policy and investment decisions through technical assistance to key decision-makers in selected countries, so that policies and investments are conducive to more nutrition positive impacts from investments in food system transformation
- Supporting the capacity of smallholders and agri-food SMEs, through business development support, technical assistance and facilitation of partnerships and links to investment, to contribute to greater and more sustainable supply of safe and nutritious foods and of foods that support nutritious diets, particularly locally in rural areas, and
- Supporting demand for these foods and for these diets, through demand generation campaigns appropriate to identified target groups, and particularly but not exclusively by leveraging public procurement systems such as for schools and social protection programmes through facilitation of linkages to nutritious food providers.

IFAD is currently developing a bilateral partnership with Asian Development Bank, as is GAIN. The grant will be delivered in the context of this emerging trilateral relationship between IFAD, ADB and GAIN.

### DESCRIPTION

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### Overall purpose

GAIN is seeking a Manager, Nutrition Finance and Development to provide strategic technical guidance on strengthening the design of financing solutions to Development Finance Institutions (DFIs) and governments across multiple countries (Bangladesh, Benin, Pakistan and Rwanda), ensuring alignment with the IFAD grant's strategic goals. This role focuses on leveraging financing mechanisms such as loans, grants, and blended finance to achieve sustainable nutrition outcomes.

The Manager will advise governments on financing needs, integrate tailored financial products, and guide on SME lending, credit risk, and sustainable finance. They will build strong partnerships with DFIs, financial institutions, and development organisations whilst developing the capacity of country teams to effectively engage with DFIs.

Additionally, the Manager, Nutrition Finance and Development will oversee project activities, ensuring timely delivery, budget compliance, and high-quality standards. This includes managing finances, reporting, and collaborating with external service providers to ensure successful project outcomes.

### Tasks and responsibilities

#### Technical Advisory and Strategy Development

- Provide strategic technical guidance to DFIs and governments on structuring financing solutions (loans, grants, blended finance etc.) to promote sustainable nutrition outcomes, with specific advice on agri-food SME lending, credit risk, and sustainable finance.
- Design tailored financial products, integrating them with government policies and grant components.
- Lead the development of financial models, business cases, and proposals to secure funding for government-backed initiatives.
- Oversee matchmaking between technical assistance needs and agrifood SMEs, managing multi-stakeholder engagements to ensure effective collaboration.

#### Project Design, Planning and Implementation

- Lead the preparation of inception workshops and design country workplans
- Work with relevant environment, gender and safeguarding specialists to ensure that these components are integrated in project design and implementation plans.
- Oversee the delivery of project activities, ensuring quality, timely delivery, and budget compliance
- Identify the most relevant events to influence and raise awareness of nutrition investing outside of the food systems community.

#### Capacity Building and Knowledge Management

- Design and deliver capacity-building programs to enhance GAIN staff and country teams' engagement with DFIs and their financing processes.
- Provide targeted training to country teams on DFI operations, negotiation tactics, and building strong relationships with DFI technical officers.
- Develop practical tools, guides, and knowledge products to simplify DFI engagement and financial structuring for diverse country contexts.
- Facilitate cross-country knowledge sharing, best practices, and collaboration with external partners to strengthen understanding of sustainable nutrition financing solutions.

#### Project Management and Oversight

- Proactively identify and resolve project issues, adapting activities as needed and escalating issues for wider support when necessary.

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- Monitor risks, develop contingency plans, and ensure regular project reviews to stay aligned with objectives.
- Collaborate with finance and procurement teams to manage budgets, ensure compliance, and select ethical suppliers.
- Prepare donor reports, provide monthly project updates, and work with technical teams to maintain quality standards throughout project delivery.

### People Management

- Build a high performing project team consisting of people across the organisation; bringing together the skills, experience and competencies required for successful project delivery.
- Coach and/ or mentor the project team members and support the development of their capacity.
- Build understanding of and commitment to adhere to equity, diversity, gender, child safety and staff health and wellbeing principles

### Relationship Management

- Build and maintain strong partnerships with relevant government entities, private sector actors, financial institutions and development organizations to drive sustainable, inclusive financial solutions geared towards nutrition financing.
- Help to facilitate partnerships between SMEs and investors and service providers
- Work closely with IFAD to manage and deliver the country level workplans.

### **Key organisational relationships**

- Reports to the Senior Lead, Mainstreaming Nutrition
- Policy and External Relations Team
- Line management and mentoring of project support staff as required.
- Close collaboration with the other project and operational staff.
- Liaises regularly with GAIN Country Teams and Knowledge Leadership teams.
- Government, Donors, NGOs, Private Sector and other key stakeholders

## **JOB REQUIREMENTS**

### **Competencies**

- Strong understanding of development finance principles and ability to structure complex financing solutions.
- Strong understanding of DFI operations, government financing mechanisms, and public-private partnership models
- Strong team leadership abilities with the ability to motivate and mobilise individuals within or outside their reporting line.
- Expertise in managing relationships between DFIs and governments and other stakeholders ranging from local partners, financial institutions, development organisations, local authorities, local community groups, the civil society and the private sector with excellent project management and coordination skills across multiple countries.
- Strategic thinker with strong communication, and negotiation skills to influence stakeholders and align financing with long-term goals.
- Demonstrated ability to adapt to challenges, providing creative solutions while maintaining project objectives and ethical standards.
- Skilled in financial analysis, budgeting, risk management, and proficient in Excel, Word, Outlook, and PowerPoint.

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<ul style="list-style-type: none"> <li>• Demonstrable understanding of the gender and protection dynamics of humanitarian and development work, and ability to capture this in the analysis and design of interventions.</li> </ul>
<p><b>Experience</b></p> <ul style="list-style-type: none"> <li>• Proven experience working for, or with Development Finance Institutions, government agencies, international development banks, impact investment consultancies, or development organisations in the financing and project management space working on the design of grants and loans is required.</li> <li>• Experience working with the DFIs linked to SMEs and agri-food systems across Africa and or Asia will be an additional advantage.</li> <li>• Demonstrated knowledge in structuring DFI loans, grants, and blended finance mechanisms.</li> <li>• Experience in advising governments on development priorities, aligning financing strategies with sectoral needs.</li> <li>• Solid track record in managing complex projects, ensuring successful delivery on time, within budget, and to the required quality standards.</li> <li>• Proven ability in staff management, including coaching, motivation, performance assessment, conflict prevention and management.</li> <li>• Proven ability to use group facilitation to ensure effective stakeholder participation and consensus building.</li> <li>• Proven ability in donor contracting &amp; budget management.</li> </ul>
<p><b>Education</b></p> <ul style="list-style-type: none"> <li>• Bachelors' or Master's degree in finance, Economics, International Development, business management, sustainable development, development studies or a related field.</li> </ul>
<p><b>Other requirements</b></p> <ul style="list-style-type: none"> <li>• Must be willing and able to travel</li> <li>• Must be willing to work outside of traditional working hours to enable collaboration across time zones</li> <li>• Fluent in English, both written and spoken, additional languages are a plus.</li> </ul>

WHAT GAIN OFFERS
<ul style="list-style-type: none"> <li>• A competitive remuneration package</li> <li>• Flexible working hours through hybrid working opportunities</li> <li>• Friendly working environment</li> <li>• Professional development opportunities</li> <li>• The chance to make a lasting contribution to reducing global malnutrition</li> </ul>

*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.*