

Global Alliance for Improved Nutrition

Job title:	Programme Lead, Nutritious Foods Financing Facility
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Classification:	Grade 6 - Senior Technical Specialists, Senior Advisors, Senior Program Manager	Direct reports:	1
Work location	Any GAIN Office location	Travel required:	Up to 33%

The Global Alliance for Improved Nutrition (GAIN) is a Swiss-based foundation launched at the UN in 2002 to tackle the human suffering caused by malnutrition. Working with both governments and businesses, we aim to transform food systems so that they deliver more nutritious food for all people. In particular, we aim to make healthier food choices more desirable, more available, and more affordable. GAIN's mission is to advance nutrition outcomes by improving consumption of nutritious and safe food for all people, especially the most vulnerable to malnutrition.

Market constraints – which include lack of access to capital among agri-food small- and medium enterprises (SMEs) – have impeded innovation and limited the scale-up of promising approaches to bring affordable, safe and nutritious foods within the reach of poor consumers. Since its establishment in 2002, GAIN has strengthened market-based approaches and private sector engagement in improving consumers' access to safe and nutritious foods.

GAIN engages intensively with SMEs (small- and medium enterprises) across food value chains: from inputs to agricultural production, to post-harvest handling, storage and transportation, processing through to distribution and retail.

GAIN's N3F works to catalyse private sector financing to help scale up the production and sales of locally produced nutritious foods in Africa, with a focus on SMEs. The programme aims to fill gaps in capital and debt markets available to SMEs and facilitates the provision of technical assistance to ensure improved and sustainable business models required to accelerate the roll out of and scale of new, viable nutritious food products.

DESCRIPTION
<p>Overall purpose</p> <ul style="list-style-type: none"> • To provide technical and managerial leadership to GAIN's Nutritious Foods Financing programme; • To support the implementing fund partner with resource mobilisation efforts through strong donor engagement for the fund, raising capital for the fund's first close in 2021 as well as funding for the fund's Technical Assistance facility; • Lead on raising funds for Technical Assistance, M&E, and for policy advocacy on SME financing • To manage external relationships and GAIN's outreach with donors, service providers, investors, and the nutrition and impact investing communities. • To manage internal relationships and ensure strong cooperation and collaboration between colleagues in the Programme Services Team, Country Offices, Finance, Development Office, Communications, etc. • To represent GAIN and the N3F in international fora and platforms, including by overseeing the development of the Nutritious Foods Financing Alliance.

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Tasks and responsibilities

Technical and Strategic Responsibilities

*Deepen and develop GAIN's N3F programmatic **strategy and work plan***

- Support the finalization of the structure of the Nutritious Foods Financing Fund (N3F), including managing GAIN's N3F advisors.
- Manage the relationship with the fund manager. Manage the development of, execution of, and compliance with the fund's partnership agreements and legal documents, including oversight of the Luxembourg-based facility.
- Manage in-country pipeline surveys and analysis
- Manage the in-house design of GAIN's metrics for N3F, in close consultation with GAIN's Knowledge Leadership team
- Keep up to date with programmatic advances in the field, synthesize insights and implications, and share these with others in GAIN as appropriate;
- Ensure that and articulate how the N3F strategy aligns with GAIN's overall strategy, global good practice.

Raise the profile of the N3F programme area internally and externally

- Support and lead the development of GAIN-led workshops and conferences on N3F and impact investing for nutrition
- Work with GAIN's Communications department to deliver a compelling narrative for the programme and a realistic and resourced influencing strategy;
- Periodically organise learning events for GAIN staff, and share news of the programme within the organisation;
- Periodically author blogs and occasional discussion or academic papers/white papers;
- Represent GAIN at relevant international meetings and fora.
- Represent the N3F to GAIN's board.

Raise new funding for GAIN's N3F programming, and promote GAIN's reputation with donors

- Working closely with the Development Office, lead and contribute to the development of proposals. Secure new funding for the N3F programme and GAIN in general,
- Lead the proposal development process for N3F, lead the authorship of text for proposals.
- Identify new and existing donors, build and maintain relationships through regular engagement
- Prospect for and identify new calls for proposals of relevance to N3F.
- Oversee the development of donor reports for N3F projects.

Operational Responsibilities

Ensure the highest quality in the N3F programme and its related projects

- Ensure the effectiveness of programme and project management, follow and support the continuous improvement of GAIN's project management guidelines (PMG);
- Participate in design Quads for important new projects/proposals as needed.
- Periodically review all of GAIN's relevant ongoing N3F projects with the concerned Project Managers, facilitating the sharing of experiences across countries, feeding in insights from outside GAIN, mobilising needed resources from within the organisation and outside, and identifying and resolving conflicts;
- Visit GAIN's N3F projects and contribute ideas for their better design and implementation. Continuously improve the aspects of impact, scale, and sustainability within N3F,
- Ensure open communication and constructive dialogue with other key stakeholders;
- Identify new partners with whom GAIN can collaborate.

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Build and maintain a high-performing team (staff or consultants)

- Lead the recruitment of key staff and consultants; participate proactively in other relevant recruitment, e.g. country-based roles
- Manage direct reports and engage and advise country teams constructively,
- Actively demonstrate GAIN's values;

Support an understanding of finance, blended finance, and impact within GAIN

- Beyond the N3F, lead GAIN's work on providing access to finance to SME's
- As a member of PST, contribute to GAIN's corporate knowledge on finance, access to finance, impact investing, etc., by contributing to the development of programmatic offerings and new funding proposals.

Key organisational relationships

- Reports to the Cluster Lead, Supply Chains for Nutritious Foods
- Responsible for the Associate, Nutritious Foods Financing
- Works closely with other global and in-country (especially in Kenya, Mozambique, Nigeria and Tanzania)
- Collaborates with international advisors, and partners including DFIs/IFIs, potential SME investees, UN agencies and NGOs
- Manages the Fund Manager and GAIN's relationship with the Fund Manager
- Advises GAIN's SMT on issues related to the Fund and its entities (i.e. investment vehicles separate from GAIN's Swiss Foundation)
- Liaises with local partners and executing to ensure optimal project implementation.
- Liaises with network of consultants and experts, who provide technical assistance to the N3F programme.

JOB REQUIREMENTS

Competencies

- Experience in impact investing, and an ability to manage a complex and geographically disparate programme
- An ability to speak convincingly to donor and investor communities about impact investments in health and nutrition
- Experience and a demonstrable history of success in resource mobilization for social impact funds or similar initiatives
- Outstanding writing skills, with proven ability to adapt materials for internal and external audiences.
- Keen knowledge of impact measurement, impact investing metrics
- Professional knowledge about theoretical and practical concepts and principles in financing and impact investment
- Strong managerial skills (people and project management)
- Ability to use initiative, prioritize, multi-task, and work well under pressure to meet deadlines.
- Highly developed communications and interpersonal skills required to influence, motivate, persuade and develop others.
- Flexible, goal oriented and willingness and ability to travel.
- IT literate with excellent MS Office skills including advanced Excel and PowerPoint.
- Comfort with multi-tasking and operating in a fast paced, multi-faceted, and multi-cultural environment

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Experience

- 6-10 years' professional experience in investment or fund management; donor-funded development work in health and nutrition with a strong focus on private-sector involvement.
- Operational experience in aspects of the (impact) investing cycle: sourcing, due diligence, terms development, investment, harvesting, and oversight/measurement from a social impact investing perspective
- Experience in impact investing and blended finance
- Experience in leading successful resource mobilization efforts for impact investing funds or programmes
- Successful track record of managing donor-funded projects
- Experience working with international partners including governments, international organizations, and NGOs both at the global and country level

Education

- Master's degree in relevant area, e.g. business administration, development finance, economics, or related field.

WHAT GAIN OFFERS

- Flexible working hours
- Friendly working environment
- Professional development opportunities