

## Global Alliance for Improved Nutrition

<b>Job title:</b>	Project Manager - Nutrition Impact at Scale
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<b>Classification:</b>	G4 – Project Manager	<b>Direct reports:</b>	1 - 5
<b>Work location</b>	Nairobi, Kenya	<b>Travel required:</b>	30%

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. 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.

Most consumers in low-income countries source their food from informal markets and those markets are supplied by a vast network of small and medium-sized enterprises (SMEs). In sub-Saharan Africa, 60 to 90% of nutritious foods like fruits, vegetables, dairy, and animal-sourced foods are produced, distributed, or sold by SMEs. SMEs play a vital role in ensuring safe nutritious foods are accessible and available to consumers, but lack the technical know-how, the financial capital, and the market information that would enable them to increase the accessibility, desirability, and quality of safe, nutritious foods more profitably to low-income consumers. GAIN's Nutrition Enterprise Unit works to support these companies.

### About the project:

Specialized knowledge on food production, labelling, packaging, and marketing is often difficult to find in low-income countries. Where such knowledge is available, it is often prohibitively expensive for SMEs to access. Under the Nutrition Impact at Scale project, GAIN aims to work with organisations such as accelerators, incubators, and consultants to bring actionable knowledge and practical tools to sustainably help these stakeholders/actors to better support and/or incubate SMEs to improve nutrition impact. Impact at Scale will leverage the extensive experience GAIN has from years of providing quality technical assistance, networking and knowledge sharing, and the various supply chain tools and resources that have been developed.

GAIN also supports SMEs with technical assistance as part of the Nutritious Foods Financing Program. The program has three components, the first being an impact investing fund, managed by partner asset manager Incofin Investment Management, which aims to catalyse private-sector financing for SMEs to help scale up the production and sale of locally produced nutritious, safe foods destined for domestic markets. The Nutritious Foods Financing Facility (N3F) will provide targeted funding to SMEs based on their financial needs and their ability to absorb and use the funds. 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.

DESCRIPTION
<p><b>Overall purpose</b></p> <p>The Project Manager will be responsible for implementing the Nutrition Impact at Scale project while working with partners supporting SMEs to scale their businesses with a nutrition lens. The role holder will also provide technical assistance to companies/SMEs within GAIN's sister Nutritious Foods Financing (N3F) programme.</p>

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### Tasks and responsibilities

#### **Project Management and implementation – Impact at Scale 50%**

- Identify and collate tools necessary for the building of the capacity of other actors (accelerators and incubators) to support SMEs.
- Adapt GAIN's suite of standard training materials and tools for other actors to use as part of its programs to support SMEs.
- Create, grow, and maintain a repository of partner organizations supporting SMEs across Africa (Enterprise Support Organisations, ESOs (Entrepreneurship Support Organizations))
- Engage with partners to collate best practices for support of Nutrition enterprises at scale.
- Deliver standard project management in accordance with GAIN guidelines
- Plan, monitor and track progress and project outputs including direct provision of regular updates to the Workstream global leads, funders, and country team leadership to ensure results are achieved in line with the agreed project deliverables.
- Provide direct advisory support to ESOs (Entrepreneurship Support Organizations) and SMEs to scale their impact in the ecosystem
- Work with GAIN's leadership to provide effective monitoring and tracking activities, outputs, outcomes and impact
- Provide mediation to resolve any project implementation issues including differences between stakeholder and internal groups
- Identify and assess project risks and report, developing resolutions as necessary to address any risks
- Develop reports and other technical documents that align to GAIN, donor and Government requirements
- Track lessons learned, ensuring they are documented and shared in with GAIN country and global teams to ensure continued learning

#### **Gender Focus**

- Ensure the initiative is gender-sensitive, and where feasible, gender-transformative working through project design and implementation to continuously strengthen gender focus
- Keep track of gender results, ensure the initiative is gender-sensitive, and where feasible, gender-transformative

#### **Technical Assistance N3F– 50%**

The Project Manager will implement technical assistance to beneficiary companies within the Nutritious Foods Financing Facility N3F.

- Lead in the implementation of Technical Assistance activities within N3F in liaison with the N3F Programme Lead and other TA colleagues within the NEU Cluster:
- Identifying, sourcing, and contracting Business Development partners in support of N3F SMEs
- Manage the growing set of tools and resources, including development of training guides, curricula, and operating procedures, for SMEs within N3F
- Other responsibilities as and when required
- Monitor delivery of TA services provided by BDSs (Business Development Services) to N3F SMEs
- Support other GAIN programs as required

#### **People management**

- Line manages direct reports including Associates supporting work plan development and performance management
- Lead, manage and motivate the team, creating an environment that enables staff to maximize their potential and facilitates high performing teams

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- Ensure the recruitment, management, and development of high performing team in line with the demands of the project work plan

### Key organisational relationships

- Reports to Cluster Lead, Nutrition Enterprise Unit
- Maintain a close working relationship with colleagues within the cluster, including programme leads for N3F, SBN and BMR
- Line manages Junior Technical Assistance Associate
- Liaison with GAIN country offices staff
- External partners including complimenting organisations and ESOs (Entrepreneurship Support Organizations) and governmental agencies

## JOB REQUIREMENTS

### Competencies

- Strong project management, coordination, management, and negotiation skills.
- Demonstrated expertise in the provision of technical assistance (TA) to SMEs
- Proven ability to use initiative, multi-task, and work well under pressure to meet deadlines.
- Ability to prioritise problem solving and fixing them before escalating to senior leadership
- Ability to present sometimes complex information to a diverse audience
- Analytical skills, able to review data and present meaningful reports
- A deep understanding of what makes an SME (Small and Medium Enterprises) (Small and Medium Enterprises) scale their operations, grow, and succeed
- Understanding and passion for impact initiatives across entrepreneurial ecosystems in Africa
- Computer literate, with the ability to use MS Office Suite and other bespoke systems to support effective delivery
- A strong commitment to GAIN's mission and to catalysing change through public-private collaboration

### Experience

- Solid professional experience particularly in project management
- Evidence of having supported businesses to access TA and investments opportunities
- Experience of delivering donor-funded programs highly desirable
- Experience in a global, multicultural organization is highly desirable
- Experience working in a public/private partnership environment highly desirable
- Private Sector experience highly desirable
- Demonstrated success in building strong working relationships with internal and external stakeholders

### Education

- A Bachelors' degree in Agri-business, business administration, or a suitable equivalent is required

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### Other requirements

- Fluent written and verbal English and Swahili. Proficiency in French or Portuguese desirable.
- Project management qualification desired
- A willingness and ability to travel

### WHAT GAIN OFFERS

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