

## Global Alliance for Improved Nutrition

<b>Job Title:</b>	Senior Associate, SBN - Global Partnerships		
<b>Classification:</b>	Grade 4	<b>Direct Reports:</b>	0
<b>Work Location</b>	Nairobi, Kenya or Maputo, Mozambique	<b>Travel Required:</b>	Up to 25%

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.

DESCRIPTION
<p><b>The Scaling Up Nutrition (SUN) Business Network:</b></p> <p>Since 2010 the Scaling Up Nutrition (SUN) Movement has inspired a new way working collaboratively at global level, to end malnutrition. With the governments of 65 SUN Countries (and four Indian states) in the lead, SUN unites civil society, the United Nations, donors, businesses, and researchers—in a collective effort to improve nutrition. The SUN Business Network (SBN) was established in 2013 to mobilise business at a global and national level to support the SUN Movement. The SBN is convened at global level by GAIN and the World Food Programme (WFP).</p> <p>The SBN Senior Associate, Global Partnerships will be critical to the SBN Global Secretariate's mission to support a growing number of SBN members across our national networks. Specifically, the role will be instrumental in strengthening the linkage of relevant global and regional partners including multinational/ regional corporations, investors, technical assistance providers etc. to over 1,400 SBN national members across 44 countries in Asia, Africa, and Latin America.</p>
<p><b>Tasks and Responsibilities (SBN)</b></p> <p>The successful candidate will be responsible for coordinating SBN technical assistance and investment activities with partners for the benefit of national members. Key responsibilities are outlined below.</p> <ul style="list-style-type: none"> <li>• Serve as a relationship manager for global partners, including recruiting new global partners that are willing and able to provide technical assistance or investment opportunities to SMEs within the national SBN membership.</li> <li>• Design and manage SBN Business to Business (B2B) technical assistance initiatives between SBN global partners and national SBN members on relevant technical topics such as investment readiness, marketing, product reformulation etc. The Senior Associate will manage the coordination, event organisation, reporting and communication related to these initiatives.</li> <li>• Maintain a database of global investors and technical assistance providers that can be promoted and linked to national members across Africa, Asia and LATAM. This includes frequently updating and disseminating widely a repository of funding and technical assistance opportunities to relevant SMEs.</li> <li>• Develop and oversee a pipeline generation process for linking SBN national members to investors and technical assistance providers.</li> </ul>

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- Lead on the organisation of pitch competition and other investment linkage global and regional events.
- Organize global SBN technical workshops to support SBN national coordinators to develop technical assistance and investment linkage initiatives that will support SMEs to develop sustainable and investable business models.
- Work with partners to roll out relevant training opportunities to Entrepreneurial Support Providers e.g., accelerators, investors on strengthening support to nutrition sensitive SMEs
- Support the development of global and regional fundraising proposals
- Building on the SBN 3.0 Strategy (2022-2025), lead the development and monitoring of the global SBN Investment and Technical Assistance activity work plan
- Liaise with the Senior Communications Associate on the development of communications materials to support the aforementioned activities.

### Key Organizational Relationships

- Reports to SBN Global Coordinator
- Works closely with the SBN regional and technical focal points
- Regular engagement with the Global SBN team, SBN Operations Committee, SUN Secretariat, SUN Movement Secretariat, SUN networks and SUN countries
- Regular engagement with GAIN's private sector programs including within the Nutrition Enterprise Unit Cluster
- Regularly support and communicate with SBN country networks

### JOB REQUIREMENTS

#### Core Competencies

- A dynamic individual with excellent interpersonal and communication skills in multicultural and multi-stakeholder environments.
- Ability to prioritize, multi-task, and work well independently under pressure to meet deliverables and deadlines.
- Self-motivated, proactive, and solution-oriented with a commitment to quality and accuracy.
- Well-developed dialogue, negotiation, and advocacy skills.
- Ability to contribute to global and regional advocacy activities for SMEs relevant to the SBN.
- Demonstrated understanding of and commitment to GAIN's Core Values, vision, mission in the approach to work and relationships.
- Full command of Power Point, MS Excel, MS Word, and Outlook.
- Able to effectively manage remote working and reporting when needed.

#### Experience

- Proven experience in private sector development in a developing context with a focus on delivering technical and financial support to SMEs in the agri-food sector.
- Field work experience implementing, managing, and/or providing technical assistance to programs in developing countries.

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### Education

- Master's Degree in Entrepreneurship / Investment /Business Administration or related field, or equivalent training/experience.

### Other Requirements

- Fluency in written and spoken English is required, and French is desirable
- Willingness and ability to travel globally
- Must be eligible to work in Kenya or Mozambique

### WHAT GAIN OFFERS

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