

## The Global Alliance for Improved Nutrition

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| <b>Job title:</b> | Manager, Nutritious Foods Financing (N3F) |
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| <b>Classification:</b> | Grade 5        | <b>Direct reports:</b>  | 0   |
| <b>Work location</b>   | Nairobi, Kenya | <b>Travel required:</b> | 30% |

### The Global Alliance for Improved Nutrition (GAIN)

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.

### The Nutritious Foods Financing Facility (N3F): Pioneering Nutrition Financing

The Global Nutrition Report 2021 estimates an additional USD 39 to 50 billion is needed every year to close the finance gap and reach the nutrition targets of Sustainable Development Goal 2 'Zero Hunger'. 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. This is exactly what the Nutritious Foods Financing Facility – or N3F – aims to do.

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 Nutritious Foods Financing Facility aims to address these problems through a blended finance approach that focuses on improving nutrition by supporting SMEs in Sub-Saharan Africa. The Nutritious Foods Financing Facility will provide 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 will have an integrated approach to impact and assess 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 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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
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| <p><b>Overall purpose</b></p> <p>The Manager, Nutritious Foods Financing (N3F) will:</p> <ul style="list-style-type: none"> <li>Lead on the effective pipeline development by GAIN team, for the identification of SMEs that fit the N3F Fund financial and nutrition criteria across Sub-Saharan Africa, leveraging internal GAIN programmes as well as external networks;</li> <li>Develop the implementation of GAIN's N3F TA offerings, by overseeing and assessing the technical assistance needs of SMEs, matching them with service providers, and implementing activities to ensure the</li> </ul> |

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| <p>quality of services provided;</p> <ul style="list-style-type: none"> <li>Contribute to the financing engagement work of N3F, to improve awareness, capacity, commitment among investors of nutrition as an investment theme.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| <p><b>Tasks and responsibilities</b></p> <ul style="list-style-type: none"> <li>Establish and ensure effective SME pipeline development from GAIN country teams and programmes (including Kenya, Tanzania, Mozambique, Nigeria) with a nutrition lens</li> <li>Lead on the identification of additional potential investee SMEs operating in the food value chains, in close collaboration with the fund manager, Incofin IM,</li> <li>Represent GAIN at national and regional technical meetings, tradeshow and workshops and scope SMEs that fit the N3F criteria across Anglophone and Francophone Africa</li> <li>Develop and maintain SMEs pipeline database and prepare quarterly overviews of the pipeline</li> <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>Oversee and design technical assistance support packages tailored to individual SMEs and group training according to common needs in the portfolio in Francophone Africa</li> <li>Lead on matchmaking activities between TA requirements and service providers, manage engagements between GAIN, service providers, and beneficiaries.</li> <li>Identify the most relevant events to influence and raise awareness of Nutritious Foods Financing outside of the food systems community</li> <li>Convene and facilitate learnings on approaches for investing in nutrition, generate data to spark attention and commitments from investors and funds</li> <li>Oversee the implementation of project workplans and ensure that all assignments deliver maximum value for money.</li> <li>Collaborate closely with GAIN's Knowledge Leadership and our partner' MEL groups to ensure monitoring, evaluation and learning take place</li> <li>Take responsibility for the creation of the donor reporting on the N3F Finance Engagement and the N3F TA reporting in collaboration with the N3F Programme Lead</li> </ul> |
| <p><b>Key organisational relationships</b></p> <ul style="list-style-type: none"> <li>The Manager will report directly to the N3F Programme Lead, working closely with other project colleagues and implementing partners as required for the agreed upon activities.</li> <li>The Manager will work closely with GAIN Country Offices to support the implementation of activities</li> <li>Contribute to research and development of TA best practices within the GAIN SME support framework</li> <li>Participate in TA taskforces and initiatives led by the NEU Cluster Lead</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |

### JOB REQUIREMENTS

#### Experience

- Substantive experience directly or indirectly related to food supply chains and working with SMEs.
- Advanced expertise, directly or indirectly related to impact investing, development finance and/or grant-making and TA support to SMEs
- Proven experience in the agribusiness sector in emerging economies especially in Africa.
- Ideally experience in a technical assistance facility / accelerator / incubator.
- Demonstrated excellence in written/verbal communications, research, writing/reporting, and analytical ability.
- Experience working with international partners including governments, international organizations, and NGOs both at the global and country level

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### Competencies / Skills / Attributes:

- Technical understanding of emerging market finance, impact investment and / or development finance across Anglophone and Francophone Africa
- A deep understanding of what makes an SME scale their operations, grow, and succeed and a demonstrated expertise in the assessment of needs and provision of technical assistance (TA) to SMEs, and more specifically to nutrition focused SMEs
- Strong people management skills with a proven ability to influence internal and external stakeholders at all levels
- Proven ability to use initiative, prioritise, multi-task, and work well under pressure to meet deadlines.
- Clear and systematic thinking that demonstrates good judgment, decision making, problem solving, and creativity.
- Excellent project coordination, management, negotiation, and advocacy skills.
- Effective communication and reporting 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.
- A strong commitment to GAIN's mission and to catalysing change through public-private collaboration.

### Education

- Masters degree in a relevant field such as business administration, economics, agribusiness, agricultural economics, or Bachelor's degree with requisite years of experience in any other relevant field.

### Other requirements

- Professional proficiency in English and French is required.
- Professional proficiency in Portuguese is desirable but not essential
- Willingness to travel when required

### WHAT GAIN OFFERS

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