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## Role Specification

Associate Director, Solar

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### Contact

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## Role Specification

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*\*\* Unique opportunity to establish a new business line\*\* Grow the customer base \*\*  
Design and develop new products \*\* Strike partnerships with a diverse set of  
stakeholders \*\* Work with an impact-oriented company \*\* Live in Nairobi*

### About Lendable

Lendable bridges the gap between institutional debt investors and high growth alternative lenders in Africa by employing tech-enabled deal services to help alternative lenders access structured finance to scale up their operations. They exist to help alternative lenders grow their loan book.

Lendable is able to reduce the time, resources and frictional costs incurred in closing deals by providing deal origination, due diligence, standardised documentation, customisable online pricing models, payments administration and post-deal reporting.

You can find more information on the company by visiting [www.lendablemarketplace.com](http://www.lendablemarketplace.com)

### About the Role

Lendable - a pioneering financial marketplace in Africa, is seeking to hire an Associate Director, Solar to explore the opportunity to provide credit solutions to the fast-growing distributed solar industry. This industry has been driven by the need to provide affordable credit terms to energy poor consumers, though the underlying solar businesses depend heavily on their ability to leverage affordable financing. While some financing solutions exist, they are typically characterised by large ticket sizes, constricting loan terms and restrictions, and long and cumbersome due diligence processes. There is an opportunity to help accelerate the distributed solar industry through Lendable's innovative credit marketplace.

This is a dynamic and rewarding role for the right candidate. There is an opportunity to build new financial products that will ultimately benefit millions of lives, and an opportunity to work with senior industry stakeholders to raise awareness of distributed solar industry bottlenecks and co-develop and implement systems-level solutions to them.

## Key Responsibilities

- Map the market for prospective solar customers and their needs
- Build a pipeline of qualified prospects by leading business development meetings
- Driven by a needs assessment, develop appropriate lending products needed to win business in the distributed solar industry
- If needed, provide recommendations on additional market-level interventions needed for Lendable to provide credit to solar companies in a commercially viable way
- Provide necessary solar-related reporting to Lendable’s funders where needed
- Represent Lendable at solar-related events

## Does this sound like you?

- You have a minimum of 8 years of commercial experience working with early-stage companies - either operationally or as an investor - with a strong track record of achievement
- An ability to analyse and build financial models and business models
- Proven ability to work in dynamic, fast-growing work environments
- Exposure to at least one African market

If so, we want to hear from you. Click [here](#) to apply.

