

Department: Shell Foundation
Job title: Regional Manager - East Africa (FTC 24 months)

This newly created role is an exceptional opportunity to work for one of the world's leading Foundations, applying investment thinking to tackle major social and environmental issues. It's a job with the potential to impact millions of lives.

Shell Foundation (SF)

As the Regional Manager - East Africa (RM-EA) you will be a key part of Shell Foundation, an independent UK charity, established in 2000 by Shell. We're a unique organisation with a mission to apply business thinking to global development challenges.

Our growing portfolio addresses two major challenges: access to energy and sustainable mobility. We act like an early stage investor in taking a hands-on, "more than money" approach, creating valuable social impact and ensuring the financial sustainability of our partners. We co-create and build investible enterprises, as well market enablers which help create a strong market ecosystem.

The role

The RM-EA role has three main purposes: a) to support the growth and business delivery of SF's portfolio in East Africa, b) to manage, strengthen and extend SF's relationships with key sector stakeholders in the region and c) to provide local market insights into the development of SF strategy.

For an entrepreneurial operator, the role offers an opportunity to become a trusted business partner to a wide variety of pioneering organisations, many of which are sector leaders.

Based in Nairobi, Kenya, travel is a key aspect of the role and you can expect to be travelling for 90 days per year, including 3-4 times a year to London for team meetings.

Main Responsibilities

Support to SF Portfolio

- Be an extended team member for SF portfolio organisations with practical, hands-on support on key aspects of the business such as strategy, growth, marketing, supply chain, finance, legal, taxation and compliance, as well as helping them to identify market linkages
- Support SF portfolio in their fund raising and the development of grant agreements with SF. Be the face of Shell Foundation portfolio for local investors.
- Be the link to the best local talent and recruit for our portfolio, use networks to support identification and development of a local talent pool;
- Be a consistent point of contact for partners, to better understand their needs and to help improve SF support;
- Be the link between our London-based Programme Team and our regional portfolio, to prioritise support and coordinate engagement.

Develop Relationships with Key Stakeholders

- Represent SF in sector fora, networks and meetings relevant to the SF portfolio and build SF's profile and influence;
- Build relationships with key local stakeholders, such as governments, bi-laterals, multi-laterals and other development organisations;
- Lead the East Africa component of collaborative partnerships developed by SF to catalyse high impact markets.
- Leverage African investors into the SF portfolio and build partnerships with other venture philanthropists.
- Develop relationships with local entrepreneurs and increase awareness of SF in the local entrepreneurship community
- Support SF Communications team to deliver strategic messaging and build the profile of SF and its partners in East Africa. Manage responses to local media and stakeholder requests.

Provide input into SF Strategy

- Contribute to SF strategy by being the leading expert in business models, customers, technology and ecosystem gaps in the access to energy and transportation sectors.
- Provide early signals on positive and negative sector developments to assist SF to identify potential solution areas and ensure its strategy is well targeted and highly relevant.

Profile and Experience Required

- Mid-senior level business or investment professional, East African national, eligible to work in Kenya.
- At least a first degree (Bachelor) and at least 10 years broad business experience.
- A strong interest in, and ideally some practical experience of, sustainable development/social investment issues, preferably including knowledge of this sector in East Africa.
- Has worked in or understands the Access to Energy (A2E) or Access to Mobility (A2M) ecosystems or has shown ability to grasp a new sector very quickly.
- Has strong networks in Kenyan business, and amongst local social entrepreneurs, funders, development partners and other stakeholders, and the ability to build these out effectively;
- Proven ability to start or grow social enterprises (directly or indirectly) and to turn enterprise needs into practical support, in a complex market environment.

Competences Required

- Credibility to provide advice to senior management of SF portfolio
- Results orientated, with an entrepreneurial flair
- Able to cope with complexity and with strong stakeholder management skills
- Strong leadership potential and excellent team working skills
- Excellent project management skills
- Good communication and negotiation skills
- Ability to take decisions at both the strategic level as well as the project level.
- Demonstrable interest in the mission of SF

Special Challenges

Working with SF portfolio, typically early-stage, innovative businesses with varying levels of management and budgetary planning capacity. Coordinating and managing a diverse set of SF initiatives and external stakeholders. Working remotely from the rest of the SF team.

Offer

Competitive salary, commensurate with experience.

Reporting

Senior Theme Lead

To apply please send your CV and a cover letter to info@shellfoundation.org by 5 September 2019 with *Regional Manager - East Africa* in the subject line.