

International Grant & Business Development Manager

The Role:

At RENEW, we see opportunities in Africa where others too often only notice the problems. We invest rather than provide handouts, by finding promising businesses, connecting them to investors around the world and growing them into world-class companies. We do this because we believe that many growing businesses together create the engine that lifts entire nations out of poverty. Our vision is to become the best middle market investment firm in Africa and investing in 20 countries across the continent, and we're looking for people that get excited about our values and vision to join our team.

Since 2012, we have been pioneering an innovative blended-finance model that partners with the development community and focuses on investing in high-potential small and medium enterprises (SMEs) in Africa. This blended model allows us to invest in smaller deals that are often overlooked by larger investors but are too big for microfinance. We then help these companies build disciplined, gender-smart management systems and teams and grow them into market leaders. As a result of our investment work in Ethiopia, we have become one of the most active SME investment firms in East Africa, and the Impact Angel Network or IAN (our network of angel investors) has grown to become the largest North American-based angel network dedicated to investing in SMEs in Africa.

We are inviting passionate and qualified candidates to apply to join our team as an **International Grant & Business Development Manager in Addis Ababa, Ethiopia**. The role will be a hybrid of three main areas of work: 1) Grant writing and sales project management, 2) Report writing and storytelling for our marketing and development project work, and 3) Providing marketing & communications support to RENEW's portfolio companies.

In candidates, we look for those who align with our values: loyalty, integrity, trustworthiness, commitment and a trailblazing attitude. We welcome challenges and face them head-on each and every day! What we do is not easy, but it is rewarding and forces us to grow. As such, we hire individuals who are committed to their work, take pride in what they do and are relentless in advancing projects forward in a systematic manner. Additionally, the people that flourish at RENEW are mission-driven; they see the big picture and the long-term result of their work and sincerely wish to make a lasting economic impact on the continent of Africa. If this sounds like you, we encourage you to apply.

Responsibilities:

The ideal candidate would have experience working on projects in Africa or other similar frontier markets, and will need to be culturally adaptive and emotionally intelligent, be a patient and excellent communicator and trainer, be hard working and a fast learner, and capable of handling a diverse range of tasks and projects. She or he will receive comprehensive onboarding and regular support from RENEW's leadership team and be involved in a high-impact role. More specifically, the role will be responsible for the following:

Grant Writing and Project Management

- Manage and lead the grant and proposal writing process for greenlit request for proposals (RFPs), from start to finish, by co-developing a strategy and win themes, creating and executing on a project plan, leading proposal writing and soliciting input and expertise from internal stakeholders in order to submit winning proposals
- Maintain and regularly present a pipeline database of grant and funding opportunities and drive to consensus with the senior management team on which opportunities to pursue
- Oversee outreach to qualified leads
- Copyedit all external materials

Report Writing & Storytelling

- Lead the report writing function for our marketing and development projects, ensuring meaningful stories on the ground in East Africa are being captured and creatively shared with the community at large
- Collaborate with the project team analyst(s) to tell stories for RENEW channels including web, print, social media, etc. using data, specifically related to gender equality and women's empowerment
- Capture photos of RENEW events for use in reporting and social media
- Contribute to the writing of other report-based deliverables for development projects
- Contribute to RENEW's content creation and social media

Marketing Support to Portfolio Companies

- Develop marketing content and materials
- Contribute to the companies' marketing and sales functions by supporting the development and execution of communication and marketing plans
- Train marketing staff
- Help develop brand and communications strategies, logos, and website design
- Develop and roll out KPI tracking that drives the companies towards the regular and effective use of data to drive top line growth

Desired Qualifications:

- Master's degree in the field of communications, marketing or international development is a plus
- Photography, photoshop and design skills is a plus
- Proposal budgeting skills a plus
- 5-10 years of professional experience with a demonstrated track record of performance
- Grant and proposal writing experience for federal agencies such as USAID, Global Affairs Canada, and similar organizations
- Superior writing and storytelling ability
- Excellent copy-editing ability
- Marketing and social media experience
- Demonstrated project management experience
- Excellent leadership and interpersonal skills and a demonstrated ability to work with and create content for a diverse set of international stakeholders
- Excellent time management and organizational skills
- Experience working in Africa is an asset

Location and Travel Opportunities:

The position is based out of Addis Ababa, Ethiopia, with occasional local, regional and international travel.

About RENEW:

We invite you to learn more about RENEW by visiting our website www.renewstrategies.com and viewing the following videos.

RENEW's Portfolio: [Our Portfolio](#)

An Introduction to the IAN: [How the Impact Angel Network Makes Investments in Africa](#)



Application Process:

RENEW invites qualified applicants to 1) submit their CV, along with 2) a cover letter describing their qualifications related to the requirements for this position, their **salary history and expectations** and the reasons for applying, to renew@renewstrategies.com. Applicants should include their undergraduate, graduate GPAs in their CVs, and their favorite book.