

Senior Development Consultant

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-finance 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 private sector development practice (a.k.a. The Exchange) as a **Senior Development Consultant** based in Addis Ababa, Ethiopia, and with potential work assignments around the East Africa region. The Senior Development Consultant will work with the other members of the team to implement RENEW's blended-finance model that results in building better investment environments in countries across Africa. In some cases, the Senior Development Consultant will lead projects, design and bid on new projects, and oversee the development of systems to improve the delivery and reporting of projects.

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 they sincerely wish to make a lasting economic impact on the continent of Africa. If this sounds like you, we encourage you to apply.

The successful candidate will need to be culturally adaptive and emotionally intelligent, a patient and excellent communicator and trainer, a strong and eloquent writer, a quick learner, and capable of handling a diverse range of project tasks in a developing country context. S/he will receive comprehensive onboarding and regular support from RENEW's leadership team and will be involved in a high-impact role across multiple projects and geographies.

Role: Senior Development Consultant

Role Summary: Oversee RENEW's development practice (after a period of onboarding and understanding of the business and our clients/projects), ensuring the team delivers exceptional quality deliverables, hits project targets, meets project delivery times within quality and budget parameters, and develops the team and practice into a world-class development consulting group.

Accountable for:

- Managing projects within the project timeline and budget
- Delivery of project deliverables to exceed client expectations
- Generating new business and leading project proposal writing
- Winning new development consulting projects
- Overseeing the monitoring and evaluation function and reporting on projects outcomes

Responsibilities:

- Lead projects and a growing support team
- Develop, continuously improve, and maintain RENEW's M&E and reporting systems
- Help develop and facilitate RENEW's core training programs
- Prepare or oversee the preparation of final project deliverables
- Prepare project reports that demonstrate RENEW's impact in a compelling and beautiful manner
- Manage communications with clients and, when necessary, run project meetings
- Identify RFPs that align with RENEW's expertise, and write winning proposals
- Create and improve RENEW's development consulting project tools and systems
- Report to senior management
- Hire, lead and develop team members

Preferred Qualifications:

- Master's degree in business administration or international development is preferred
- 5+ years of consulting experience, preferably with a 'Big 10' firm; consulting experience both in the private sector and with a development agency is a plus
- Experience managing grant-based projects
- Proficiency in writing and winning grant proposals and overall excellence and efficiency in written English
- Strong report writing ability
- Experience leading consulting projects
- Strong project management skills – ideally certified in project management
- Exposure to the finance or private equity world is a plus
- Strong ability to handle all Microsoft products

Location and Travel Opportunities:

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

About RENEW:

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

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.