



Strathmore University
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Enterprise Development Manager

Organization Background

Kenya Climate Ventures Ltd (KCV) is a pioneering early-stage investment facility that was established by the Kenya Climate Innovation Centre (KCIC), to invest in innovative and scalable start-up and early-stage climate-technology companies in Kenya. (Visit: <http://kcv.co.ke>)

The significant challenges that early-stage companies in Kenya currently face in accessing appropriate financing, as well as tailored management assistance to develop and scale their businesses and achieve commercial viability, are what KCV is set up to address! These challenges are particularly acute for the clean-tech asset class, as this asset class is new, and its track record is unproven; and this is the space in which we are.

Our intent is to provide appropriately tailored capital and technical support to innovative start-up and early-stage businesses in the clean-tech sector, with a view to enabling them to develop and scale. To achieve the desired impact, we prioritize those entrepreneurs whose business models show potential for appreciable impact at a sector level. Our ultimate goal is the attainment of significant social, environmental and economic returns.

With this intent in mind, we have recently re-organized ourselves in order to strengthen our management and governance structures. The Board is already in place and we are now looking for a Chief Executive Officer who will be charged with the delivery of the organization's mandate.

Job Summary

As a member of the management team, the Enterprise Development Manager will contribute to the overall vision and direction of KCV. Reporting to the Chief Executive Officer, the Enterprise Development Manager will conduct needs assessment to facilitate the provision of customized training and capacity development on all the commercial aspects of the KCV investee companies to enable them to achieve the agreed implementation plans.

Key Responsibilities

More specifically, you will have the following responsibilities:

- Carry out a diagnostic to determine the technical assistance needs of investee companies from time to time and prepare a technical assistance work plan for each investee company and monitor its implementation;
- Provide advice to investee companies on matters relating to finance, general management, marketing, procurement and other areas of operations so as to meet agreed objectives;
- Assist investee companies with preparation of all required material and, review all material produced by and advise appropriate action based upon the quality



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thereof;

- Prepare and present training programs for investee companies as and when required, identify appropriate outsourced training service providers and manage intervention and key outputs;
- Source, recruit, establish and co-ordinate a pool of skill and sector specific expertise for the investee companies;
- Build up and co-ordinate a database of individual mentors with appropriate skills and resources for the investee companies, manage their work and report on their interactions with businesses; and
- Follow up with investee companies to ensure they submit monthly documentation and input require and meet regularly with each investee company to assess progress towards objectives.

Requirements.

The Enterprise Development Manager will be a self-assured, results oriented individual with a passion for bringing about change in the society. You will also have:

- At least 7 years professional working experience, 3 of which should be in a managerial role in a similar capacity ideally in agribusiness, water and clean energy enterprises;
- Bachelor's degree in economics, finance, business administration and/or any related technical fields in agribusiness, renewable energy and water sectors is an added advantage;
- Deep technical knowledge in SME development as demonstrated by successful work experience;
- Demonstrable experience in portfolio management and project management;
- Strong commercial acumen with proven abilities in capacity building and training;
- Strong communication, administrative and analytical skills.

How to Apply:

Please make your application on our online recruitment portal, jobs.adeptsystems.co.ke. This will require you to create a profile and in addition attach your detailed and up to date CV with your contact details, details of current and expected remuneration, the names of three professional referees and a cover letter demonstrating how you meet our requirements. Your application should be sent by close of business Friday, 30th August 2019.