

Impact Investment Advisor

Financial Access Consulting Services (FACS) is looking for an **Impact Investment Advisor** to join our team in Nairobi, Kenya.

About our company

FACS (www.facsglobal.com) designs and delivers solutions to accelerate financial inclusion at scale in rural markets in Africa and Southeast Asia. We use our data-driven analytics, agrisector knowledge and operational banking experience to develop less risky, scalable, and sustainable farmer financing models and customized investment opportunities for banks, microfinance institutions and (impact) investors, at lower cost.

FACS is part of the Financial Access group, the ex-ING Bank emerging markets financial sector advisory business taken private by management. FACS operates from its Head Office in Amsterdam and has operations in East Africa (Kenya and Uganda) and Indonesia. Combined with its ING track record, FACS has successfully completed more than 300 assignments in 45 countries since 1991.

In 2019 FACS has developed LendXS (www.lendxs.com), a fintech platform for financial institutions enabling them to lend to smallholder farmers at lower cost and reduced risk through the use of digital data collection and the deployment of credit workflow management and credit scoring tools.

Description of Roles and Activities

In this role you will be part of our global investment advisory team. You will be originating, structuring, and leading investment and agrifinance advisory assignments for impact investment funds, banks and other impact-focused investors. In our ambition to bring innovation and scale in rural and agrifinance you will be given the independence and freedom to think outside the box and to design and structure financial solutions that will make a difference.

Key roles and activities will include:

- Designing financial mechanisms/instruments based on Financial and non-financial data collected and hand over to financial institutions to support the portfolio of investments to bridge funding gaps for key landscape investment opportunities.
- Designing and creating viable Smart business plans specific for landscape level communities, women and youth projects that would realistically attract financing to implement in different landscapes.
- Developing survey tools for financial stakeholders (eg. Interview questions, questionnaires, forms) to support in data collection of the relevant products, in different value chains and regions.

- Engaging with different financial actors (Donors, Commercial Banks, MFIs, DFIs) to secure financial resources/opportunities for the different program/project beneficiaries.
- Participating in periodic meetings with project stakeholders for reporting, brainstorming and amend any recommendations.
- Building an investment pipeline of financial partners with potential to invest in landscape level smallholder farmers in different regions.
- Quantifying any proposed investment pipeline and recommending to stakeholders a list of financial partners interested in investing in that pipeline.
- Conducting Value chain analysis for specific smallholder activities to understand key challenges opportunities and threats that prevent financial access and agricultural growth in different regions.
- Designing business and investment cases that create a financial vehicle for access to finance between smallholder farmers and financial institutions.

Requirement

You have extensive transaction experience in (impact) investment as an advisor or investment analyst with strong financial modeling, investment structuring, report writing and project execution skills. We expect you to have affinity with the agriculture sector in emerging markets. You enjoy business development and to present new ideas or solutions in a cross-cultural setting. You are able to design and explain verbally and in writing complex investment models and structures to clients, colleagues and other stakeholders.

You are energetic, flexible, hands-on and passionate about innovations in impact finance. You excel in teamwork, but also work well independently. You clearly understand the complexities of working in emerging markets and enjoy working in a cross-cultural environment.

Qualification and Experience

- University degree in Economics, Business Administration, or comparable studies with a finance/business background, preferably complemented with an ongoing CFA certification (At least Level II) or a master's degree.
- Minimum of 5 years of experience in transaction advisory, investment analysis and/or with a commercial bank, development finance institution, impact investment firm and/or consultancy organization; working experience in agrifinance and in emerging markets is strongly preferred.
- Strong project management and financial modelling skills.
- Outstanding business development skills.

- Excellent communication and presentation skills in English; French proficiency is a plus.
- Team player who is eager to learn and share.
- Client-focused.
- Entrepreneurial, flexible, and resourceful.

What we offer

We offer market-based compensation and the ability to learn and develop your personal and professional capabilities in a growing sector.

Interested?

To apply, kindly send your motivation letter and CV in English to info@financialxs.com.