



## Vacancy Announcement – Region Head - Business Development

### Position Description

<b>Position title:</b>	<b>Region Head – Business Development</b>
<b>Reporting:</b>	Region Head reports to the Group Head of Business Development.
<b>Position Location:</b>	AGF offices in Nairobi, Kenya with frequent travels
<p>The African Guarantee Fund for Small and Medium- sized Enterprises (AGF) is incorporated and licensed in Mauritius as a limited liability company and has its offices of operations in Nairobi, Kenya and Lomé, Togo. AGF partners with financial institutions to ease access to finance for Small and Medium-sized Enterprises (SMEs).</p> <p>AGF contributes to the promotion of economic development, vital for prosperity, stability and poverty reduction in Africa through two lines of interventions:</p> <ol style="list-style-type: none"> <li>a) Provision of a mix of financial guarantees and other products which reduce the risks supported by financial institutions when lending to SMEs that have insufficient collateral. These guarantees contribute to reduce the inability of SMEs to provide acceptable guarantees required by financial institutions prior to lending.</li> <li>b) Support for capacity development of the client financial institutions to enhance their capacity to appropriately assess loan requests from SMEs and to mitigate risks associated with the guarantee.</li> </ol> <p>AGF operates according to market principles and is a commercially viable venture with its products being utilized in 39 countries in Africa, and it’s gradually expanding with an aim of covering the entire Africa by 2021. The African Development Bank(AfDB) together with the governments of Denmark (through <a href="#">DANIDA</a>) and Spain (through AECID), are the founding shareholders of AGF. Other Shareholders include: Agence Française de Développement (AFD), Nordic Development Fund (NDF), Investment Fund for Developing Countries (IFU) and KfW Development Bank.</p> <p><b><i>AGF Group is rated with a stable credit rating of AA- by Fitch Rating International</i></b></p>	
<p><b>Position Summary</b></p> <p>The Region Head will support AGF in the Implementation of its business development strategies and plans in the assigned region and will be complementing the Group Head of Business Development to meet the department’s targets:</p> <ul style="list-style-type: none"> <li>• The Region Head manages the sales process, including sourcing new opportunities, conceiving and presenting unique solutions to meet client needs, and involving the appropriate team members to scope the feasibility and negotiate pricing to bring the opportunity to a close;</li> <li>• Cultivates and maintains relationships with key contacts and business partners within the assigned Region;</li> </ul>	

- Coordinates all prospect meetings and final presentations; supports request-for-proposal activities and any other sales activities related to the pipeline;
- Meets other sales metrics as required, such as forecasting, prospect calling, and client visits. Track all sales-related activities and generate sales activity reports.

## **Major Responsibilities**

### **Business Development**

- Work with the Group Head of Business Development and Management to formulate a strategy for the Region;
- Develop promotion strategies in the Region as assigned, including targeting potential PFIs and promoting AGF's products and services proactively;
- Develop a strong pipeline of good quality opportunities through anticipating market trends and employing sector/country knowledge;
- Build and maintain strong relationships with PFIs to develop specific guarantee opportunities;
- Evaluate, structure, negotiate, and close new transactions with a strong focus on credit and asset quality (include processing mandates, due diligence, negotiating term sheets and other documentation, syndications and board approval);
- Take responsibility for supervision of the Region's guarantee portfolio;
- Monitor portfolio performance and recommend follow up and proactive support to enhance the utilization while maintaining low claim level.

### **Supervisory Responsibilities**

- Head the Region as assigned;
- Provide supervision and support to more junior staff, managing and coordinating projects and work program of the team across the Region;
- Provide leadership and support in the development of the Region's knowledge management strategy, and assist in execution of this strategy;
- Mentor and coach less-experienced staff and help build talent and grow skill base of staff.

In addition to the above duties, the Region Head may be required to perform other related or unrelated duties based on the company's needs.

## **Desired Qualifications, knowledge, Skills & Experiences**

- Master's degree in finance, economics or other related areas; accreditation as a CFA or CPA is considered a plus;
- Minimum 7 years of experience in the financial sector, with evidence of growing expertise in banking and non-banking financial institutions and finance related disciplines in sub-Saharan Africa;
- **Bilingual – fluent in English and French is a MUST**
- Thorough understanding of banking, financial institutions and related industry knowledge, and a keen interest in business development;
- Excellent Financial Analysis and Credit skills;
- Strong skills in evaluation of risk and ability to anticipate short and long term implications of decisions;
- Ability to make sound decisions and commit to decisions;
- Hold self and team accountable for risk management and outcomes;

- Ability to interact directly and independently with the senior management of potential clients, of financial and technical partners;
- Ability to systematically share with others good practice and learning from lessons from across AGF, clients, and partners;
- Considered an expert in the subject area and is sought out by colleagues to advise, peer review, or contribute to knowledge products of others;
- Skilled in collaboration across boundaries and broadly, ability to bring differing ideas into the forefront.

***Additional eligibility competences and desired characteristics***

- Dynamic self-driven individual with a passion for Sales and flair for helping SMEs to succeed with capacity to go the extra mile when needed;
- Excellent client and internal partner relationship management skills with proven track record of success in developing client relationships and execution of client engagements;
- Knowledge and commitment to sustainable development;
- Excellent business judgment and strong analytical and problem solving skills to identify issues and present creative, practical solutions;
- Great team player, able to mentor and train junior staff;
- Capacity to deal with conflicting priorities and deliver high quality work on schedule; facility to work successfully in multicultural teams and across boundaries;
- Willingness to travel and relocate to Nairobi.

***Eligibility***

The position is open to bilingual candidates of any African country.

**Applications**

Applicants should apply by email by attaching a cover letter summarizing their relevance to this position and a detailed Curriculum Vitae sent as one document to:

[recruitment@africanguaranteefund.com](mailto:recruitment@africanguaranteefund.com).

“**Application for Region Head - AGF**” should be clearly marked on the subject line of the email message.

Applications will be considered until 2<sup>nd</sup> August 2019 or until the position is filled.

**Only short-listed applicants meeting the above requirements will be contacted.**

**We invite you to learn more about us at:**

[www.africanguaranteefund.com](http://www.africanguaranteefund.com)