



Investment Principal (Kenya based)

Organisation Description

Educate Global is a newly formed fund management company founded in September 2015 by Sandrine Henton. She set up Educate Global to focus on medium size businesses with an initial focus on East Africa. She has relocated to Kenya to establish the management company there with two of her close colleagues. At Educate Global, the team is expected to pursue the highly disciplined, opportunistic private equity investment strategy targeting to achieve social and development impact for each portfolio business.

Educate Global Limited is an appointed representative of Privium Fund Management (UK) Limited which is authorised and regulated by the Financial Conduct Authority. Privium's sister company head-quartered in the Netherlands is an Alternative Investment Fund Manager (firm wide AUM USD 2bn) invested in emerging markets countries such as Sri Lanka, Tanzania, Myanmar, Armenia and Argentina.

Educate Global is launching a new fund, the Educate Global Fund 1, with a target fund size of \$60 million to invest in small medium businesses in sectors which direct impact to educational outcomes for children and youth, including nutrition, healthcare, sanitation, energy & technology. The fund will focus primarily on opportunities in the East African region (Kenya, Tanzania, Uganda, Ethiopia & Djibouti) and seeks to take advantage of the attractive growth profile of these countries and the enhanced demand for capital relative to the limited financing resources in the region, particularly for small medium businesses.

The Fund is a Mauritian limited partnership and holds a Category 1 Global Business License from the Mauritius Financial Services Commission. The Fund intends to target returns to Investors ranging from 10% to 15% net IRR over the fund life (10 years). The Fund has an investment period of five years. The management team has committed to contribute 1% of the total committed capital to the fund. The Fund exit strategies includes attracting follow-on capital from larger PE fund, trade sale, sale to the company and sale to the entrepreneur.

Educate Global is looking to formalise its Investment Team over the coming period, and is delighted to start taking expressions of interests. Application deadline to submit your resume

& cover letter before the 30th April 2019 . If you would like to enquire about opportunities to work with EGF or get involved in supporting our effort please email:

info@educateglobalfund.com

Position Summary

The Investment principal will report to the Investment Directors and Investment Committee of EGF. The position is responsible for overseeing the investments, and the team of investment associates & investment analysts of EGF including the investment portfolio of portfolio businesses. The position and investments will be guided by the "EGF Strategic Investment Plan". The investment principal is also expected to take an equity stake in the firm, and take part in the growth of the firm. The position is a controlled investment function regulated by the Financial Conduct Authority in the UK.



Responsibilities

Working together with Educate Global Fund's Investment Team, and in line with EGF investment policies and procedures:

- Manage the team of investment associates & analysts.
- Develop the pipeline of investments in East Africa consistent with EGF's mission and objectives.
- Contribute to the development, appraisal and negotiation of a portfolio of equity, mezzanine, debt (credit enhancements) investments in businesses dedicated to Education. This involves:
 - overseeing initial screening of opportunities (including KYC) and obtaining EGF clearance in principle to proceed;
 - leading the commercial negotiations on the structure and terms of any investment;
 - carrying out or overseeing the full appraisal and due diligence of investment opportunities (including commercial, legal, regulatory, financial modelling) and preparation and writing of required internal investment proposal papers;
 - overseeing commercial aspects of the execution, working closely with external legal counsel.
- Hands-on strategic and operational support to the portfolio businesses.
- Provide on-going management / monitoring and evaluation and reporting on a number of new and existing investments
- Providing commercial and financial input on existing portfolio.
- Providing advice, guidance and quality control on financial and commercial issues on all investments as requested by the Portfolio Manager / Investment Committee.



Desired Qualifications:

The successful candidate will have:

- Strong experience (no less than 5 years) in Private Equity, generating commercial IRR across countries and sectors relevant to the fund mandate at EGF or experience in setting-up a successful business at scale in Sub-Saharan Africa;
- Experience in operating in Emerging Markets and ideally in Sub-Saharan Africa;
- Understanding of investment landscape and development priorities in Africa;
- Successful track record of locating, structuring, financing, managing and disposing of successful deals;
- Hands-on experience in strategy & operations to manage portfolio businesses (post-investment);
- Excellent commercial negotiation skill;
- Superior understanding and proficiency of fixed income and equity investments (including familiarity with debt & equity documentation);
- Strong experience in corporate finance, and financial modelling of project finance or equity investments;
- Excellent oral and written skills;
- Collegiate working style with proven experience in managing people, programs and processes;
- Demonstrated ability to effectively delegate and to manage;
- High degree of honesty and integrity;
- Strong work ethic;
- Ability to develop and maintain professional relationships;
- Strong organizational and planning skills;
- Proven leadership abilities.