



SENIOR ADVISOR, AFRICA

LOCATION: NAIROBI

12-MONTH CONTRACT WITH OPPORTUNITY TO TRANSITION TO PERMANENT

Convergence is headquartered in Toronto, but we operate globally and have a presence in Nairobi, La Paz, Manila, and Washington, DC. Over the last five years, we have built a robust network of over 200 public, private, and philanthropic investors as well as sponsors of transactions and funds. To accelerate advances in the field, Convergence also provides grants through its [Design Funding](#) program, which funds the design of new blended finance solutions.

We are small but mighty. Join us if you want to be part of an energetic team with a unique role at the intersection of development and finance. We are passionate about and united around the goal of directing money to where it's needed most – into developing countries and towards achieving the United Nations Sustainable Development Goals (SDGs). We have built a culture defined by our diversity, inclusivity, and ability to get things done. In this relatively new and growing organization, you can be sure that you'll have a voice and leave your mark. Finally, we take our team members' growth and well-being seriously, so we offer opportunities for professional development and team building as well as flexible schedules and generous time-off policies.

Convergence has built a robust network of contacts in the African region and developed a deep knowledge of how blended finance contributes to the financial architecture of the region. We want to further grow our presence in the Africa region and accelerate the use of blended finance to propel African nations toward achievement of the SDGs. The Senior Advisor will have deep ties into the region and will focus on maintaining existing relationships as well as generating membership and partnership leads with local and regional financial institutions and innovative organizations seeking blended finance solutions. Convergence is headquartered in Toronto and the ideal candidate would reside in Nairobi. You will be part of our senior leadership team, reporting to the CEO and working closely with two Nairobi-based colleagues as well as our teams based in Toronto, Nairobi, La Paz, Manila, and Washington, DC.

DESCRIPTION OF ROLE

Convergence is seeking a Senior Advisor who will report to the CEO. The individual will be the organization's primary representative based in the region and will be responsible for building a robust network of public, private, and philanthropic members in the Africa region and contributing towards regional specific, market-responsive content. The person will also guide and mentor our Nairobi-based colleagues.

SCOPE OF WORK

The following comprises the core requirements of the Senior Advisor. This would be a deliverables-based contract with specific goals to be agreed upon between the chosen candidate and the firm.

Engagement and Training:

- Maintain and deepen existing relationships at the senior level within Convergence's regional membership, which includes approximately 20 institutions based in the region
- From these relationships, identify opportunities to have field-level impact through joint initiatives, training, design funding, and other offerings from Convergence's suite of competencies
- Generate prospects of regional members who turn to us frequently for blended finance data, insights, capacity building, and networking
- Identify and attend high-value external conferences and events to generate new leads and be the first point of contact for relationships in the region, passing specific relationships to others on the team as appropriate
- Review the landscape for additional high-value strategic relationships Convergence could build with complementary initiatives, channel partners, and other global or regional organizations to augment the role and use of blended finance in the region

CONVERGENCE

- Represent and participate in Convergence workshops and other business development speaking opportunities designed to educate and build capacity around blended finance amongst world-class funders and investors

DESIRED QUALIFICATIONS

We are looking for experienced candidates with 10+ years of investment transaction and relationship management experience in the region. The ideal candidate will have:

- Excellent communication, facilitation, and relationship-building skills
- An extensive network within financial, granting, or development circles in the region
- Ability to work effectively remotely and with a multi-continent, multi-cultural team
- Direct experience in financial structuring, corporate finance, or investor relations in an investment/commercial bank, DFI or investment advisory firm
- Fluency in English
- Proficiency in French would be advantageous

Candidates should be eligible to work in Nairobi. Due to ongoing contractual engagements with government agencies, we will require the candidate to provide confirmation of COVID-19 vaccination status.

APPLICATION INSTRUCTIONS

Interested and qualified applicants should send a single PDF document containing a cover letter and CV to hr@convergence.finance, with Senior Advisor, Africa in the subject line. We will be reviewing applications on a rolling basis with a hard deadline of January 14, 2022. Please note that due to the high volume of applications, we will only contact applicants selected for an interview.