



## MANAGER, AFRICA

LOCATION: KIGALI OR NAIROBI PREFERRED, OPEN TO ANY MAJOR BUSINESS CENTER IN AFRICA

Convergence is headquartered in Toronto; however, we operate globally and have a presence in Singapore, La Paz, Kigali, and Washington DC. Over the last seven years, we have built a robust network of over 170 public, private, and philanthropic investors as well as sponsors of blended finance transactions. 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 a global and 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. As part of our 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 relationships across Africa and developed a deep knowledge of how blended finance contributes to the financial architecture of the region. We want to further grow and build on our presence in the region and accelerate the use of blended finance to propel African nations toward the achievement of the SDGs. The Manager will develop strategic ties in the region and will focus on maintaining existing relationships as well as generating membership and partnership leads with local and regional stakeholders. The ideal candidate would reside in Kigali or Nairobi, but we are also open to this position being based out of any major business center in the region. You will report to the Associate Director, Training and Engagement who is based in Kigali and will work closely with colleagues in Toronto, Singapore, La Paz, and Washington, DC.

## DESCRIPTION OF ROLE

Convergence is seeking a Manager who will report and work collaboratively with the Associate Director, Training and Engagement. The individual will be instrumental in building out the organization's offerings across the continent, including working with key stakeholders in the private, public, and philanthropic sectors to support the expansion and use of blended finance to generate development impact in the region. The following comprises the core responsibilities of the Manager, however, the scope will evolve over time to match the region's dynamic requirements.

### Engagement and Training:

- Maintain and deepen existing relationships at across all levels with Convergence's regional membership, which includes approximately 15 institutions based in the region.
- Support the development of a landscape scan to identify high priority projects to draw into Convergence's network as members and turn to us frequently for blended finance data, insights, capacity building, and networking.
- Onboard investors and deal sponsors as members, including follow-on support (operational and administrative) to ensure maximum engagement and use of the platform and network. Assist the compliance team to ensure the timely set-up and approval of members and transactions.
- Building on these relationships, identify opportunities to have field-level impact through joint initiatives, training, design funding, and other offerings from Convergence's suite of competencies.
- 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.
- 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.

### Content

- Develop tailored content for engagement with external audiences, including supporting the delivery of training, capacity building, and knowledge sharing sessions.

## CONVERGENCE

- Develop and produce thought leadership pieces (i.e., blog posts, articles, and op-eds etc.) covering blended finance topics of interest to Convergence's members, funders, and other stakeholders.
- Lead and facilitate technical discussions on blended finance across select forums.
- Identify blended finance transactions in target markets that should feature in the organization's online platform.
- Support member pipeline development through preparation of marketing and briefing materials, working closely with the broader Convergence team.
- Communicate client needs and interests to colleagues to inform Convergence's production of knowledge products and its Design Funding granting activities.

## DESIRED QUALIFICATIONS

We are looking for experienced candidates with 5-7 years of investment transaction and relationship management experience in the region. The ideal candidate will have:

- Strong project management skills and a track record of on-time delivery.
- Comfortable in an entrepreneurial environment that is fast-paced and fluid; able to embrace ambiguity and is a self-starter.
- Good interpersonal skills, including communication, networking, prospect identification, and relationship-building.
- A growing network within financial, granting, or development circles in the region.
- Ability to work effectively whilst working 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.
- Keen analytical skills, including the ability to analyze data, draw conclusions, and develop recommendations.
- Fluency in English.
- Proficiency in French would be advantageous.

## APPLICATION INSTRUCTIONS

Interested and qualified applicants should send a single PDF document containing a cover letter and CV to [hr@convergence.finance](mailto:hr@convergence.finance), with Manager, Africa in the subject line. We are looking to hire quickly and so will be reviewing applications on a rolling basis; applicants are therefore encouraged to apply as soon as possible before June 2, 2023. Please note that due to the high volume of applications, we will only contact applicants selected for an interview.