

## JOB DESCRIPTION

**POSITION:** Tanzania Country Manager, Manufacturing Africa

**Duration:** One-year contract renewable (programme has 3+ years to run)

**Location:** Dar es Salam

### Introduction:

The programme is a seven-year flagship FCDO-funded programme that seeks to support at least 55 transactions to financial close, leading to £1.2 billion FDI into the manufacturing sector in Africa and creating 13,750 jobs. The programme is currently operating in Kenya, Rwanda, Ethiopia, Nigeria and Senegal and recently expanded into Tanzania, with three years of delivery remaining.

Whilst the scope in Tanzania will continue to broadly focus on manufacturing, there will be a strong emphasis on the agriculture sector and its supply chain.

### The role:

The Tanzania Country Manager will be responsible for the delivery of technical assistance to unlock deals in Tanzania and could include areas such as identifying and supporting sector studies, leading origination activities, and developing deep relationships with FCDO and key stakeholders for the programme in Tanzania. This will focus on building and managing a pipeline of investment opportunities, establishing relationships with key stakeholders including the FCDO, representing the programme in country, and reporting on progress and activities to the central programme teams.

The role will involve:

- **analysis of the local context and input of key political economy and other considerations** that effect dealmaking and the sector in Tanzania;
- engagement with key stakeholders in the country including relevant government, business, and other organisations;
- **delivery oversight** including coordination, managing client relationships, quality management, and contributing to outputs if required;
- **stakeholder and relationship management**, including identifying and establishing relationships with relevant stakeholders and attending meetings and events to represent Manufacturing Africa in Tanzania;
- **reporting** weekly on progress to wider team and FCDO advisor, as well as contributing to programme reporting as required.
- **deal origination**, including developing origination strategy, networking and building business relationships for the programme, developing deal pipeline and pursuing leads Tanzania as well as maintaining ongoing engagement. Carrying out initial filtering of investment targets for deals that fit within the project development impact and investment targets;
- **research** into specific businesses, projects or sectors;
- **pipeline administration** including managing KYC, risk management and on-boarding process and maintaining the deals database as required;

### Person specification:

- **At least 10 years' experience working in a commercial environment** including consulting, private sector development, or economic development at a public agency or donor. Experience working with donors and international financial institutions, with specific experience of leading a workstream or work component on a donor assignment is important. Ideally, this should also involve experience of direct engagement with donor counterparts on intervention design, delivery and reporting.
- **Experience managing and working in cross-cultural teams and leading large scale programmes to execute KPIs** and achieve programme objectives.
- **Strengths in relationship building, coordination, and influencing key stakeholders** is essential including through written and verbal mediums.

- **Strong understanding of local Tanzania context** and experience engaging with senior stakeholders within the private sector; understanding and networks in manufacturing and agriculture is desirable (but not a pre-requisite);
- **Track record engaging with government in Tanzania** and other key industry bodies to achieve objectives;
- **Attention to detail and ability to manage teams** to (both collectively and individually) hit all deadlines, ensure high quality well formatted deliverables, and all actions (large or small) are executed quickly and effectively.
- **Excellent written and spoken communication skills** required (including in English and Swahili)
- Investment banking or corporate finance experience (either from professional services or as an investor) is highly desired but experience working on the business climate and ecosystem in Tanzania would also be considered.