

Job description

POSITIVE PLANET INTERNATIONAL

Key Expert 3: Senior Business Development Expert

BACKGROUND

Positive Planet International (PPI) was created out of the growth and transformation of Planet Finance, a non-profit organisation created in 1998 with a mandate to alleviate poverty through access to financial services and inclusive markets. PPI's mission is to create conditions of a better world for future generations all over the world. Its headquarters are located in Paris, France, and its activities are carried out in more than 40 countries, managed by local branches in Africa, Europe and in the Middle East.

PPI prioritizes seven key areas: access to entrepreneurship, access to financial services, access to markets, access to energy, access to education, access to water, sanitation, housing and access to health and mobilizes its experts in these sectors.

<http://www.positiveplanetinternational.org/?lang=en>

Positive Planet International in MENA

PPI's MENA Regional office is based in Cairo, Egypt, managing projects in many countries in the region such as Egypt, Lebanon, Palestine, Tunisia and Jordan.

PPI started its operations in Egypt in 2008 in Cairo with a three-year EU funded project and throughout the past decade has worked on different projects primarily with a focus on development finance.

Positive Planet International has been shortlisted for an EIB-funded project: 'Technical Assistance Programme to Microfinance Facility and actions supporting the financial inclusion in the Southern Neighbourhood of the EU'.

The overall objective of this TA operation is to foster employment generating activities and promoting access to finance to MSEs and low-income persons of the Southern Neighbourhood of the EU, with the ultimate goal of sustaining job creation, socio-economic growth and to contribute to poverty alleviation, therefore directly addressing the causes of migration.

The specific objectives of this TA operation are:

- i) To facilitate the deployment of EIB medium to long term resources granted to selected Financial Institutions for the benefit of local beneficiaries;
- ii) To strengthen the financial and managerial capacity of the selected Financial Institutions so as to ensure that the Final Beneficiaries are served by sustainable, responsible and well managed Financial Institutions;
- iii) To contribute towards unemployment reduction by offering populations in the Southern Neighbourhood improved access to a diverse and responsible range of financial and nonfinancial products aimed at encouraging income generation;
- iv) To safeguard the EIB's reputation and investments by ensuring that Financial Institutions have sound credit risk management procedures in place and serve a growing number of creditworthy clients;
- v) To improve loan processing and deployment efficiency and facilitate the contractual relationship between the Financial institutions and the EIB.

Purpose

KE 3 works as consultant-trainer and will diagnose the needs of Final Beneficiaries. As such, it is expected that KE 3 will work in close contact with the Financial Intermediaries to identify Final Beneficiaries needs.

KE3 liaises with and reports to KE1.

KE 3 will primarily be in charge of the implementation of the activities under Component 3. KE 3 will be in charge of preparing workshops and training sessions and/or mobilising short-term experts to that effect. The responsibilities include drafting training ToRs, quality management control, training evaluation, guidance to trainees, reporting on attendance, performance, satisfaction and other indices relating to the functioning of the in situ training programme or consulting actions delivered. Monitor and report on the project's progress, achievements of results and impact achieved. The knowledge of Arabic is considered essential to deliver effective training to Final Beneficiaries.

1. Component: Training programmes for Financial Intermediaries.
2. Component: Capacity building via consulting interventions for Financial Intermediaries.
3. Component: Support actions and training aimed at improving the level of financial literacy, improving managerial capacity and building entrepreneurship skills of current and potential Final Beneficiaries.

Qualification and Skills

- University degree, preferably in Business Administration, Economics, Finance, Banking, or related field or equivalent professional experience;
- Fluency in spoken and written English and Arabic. Good command of French;
- Computer literate.

General Professional Experience

- In-depth knowledge of MSMEs lending activities as demonstrated by 5 years' experience in the inclusive finance sector ;
- Good analytical skills in all aspects of the loan generation cycle and identification and mitigation of lending risks in the MSME sector. KE3 should have a good understanding of the overall challenges that MSMEs encounter and be able to adapt the business knowledge to local entrepreneurs that may not be financially literate;
- Practical experience and proven track record in delivering professional bank/business training programmes preferably in the Southern Neighbourhood.

Specific Professional Experience

- 5 years professional experience and proven track record in the microfinance sector preferably in the Region;
- Practical experience and proven track record of at least 5 years in organising and delivering successful training programmes to MSMEs and self-employed persons on topics such as financial literacy and business management;
- 3 years of relevant international professional experience in countries of the Region;
- Experience of designing financial literacy programs also at an academic level is an advantage;

Contact

public.partnerships@positiveplanet.ngo