

## Job description

### POSITIVE PLANET INTERNATIONAL

#### Key Expert 2: Senior Microfinance Specialist – Deputy Team Leader

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#### 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 2 assures team leader functions during absence of the Team Leader. KE 2 works as a consultant-trainer/coach and diagnoses needs of Financial Intermediaries. They will be in charge of preparing training sessions and/or mobilising STEs to that effect within the geographic zones / Financial Intermediaries under his/her remit. They may further provide direct coaching or capacity building to FIs, depending on their areas of expertise. Responsibilities include drafting training TORs, quality management control of deliverables, training evaluation, guidance to trainees, reporting the obtained attendance, performance, satisfaction, and other indices relating to the functioning of the in situ training programme or consulting actions delivered. The reporting should enable monitoring of the project's progress as well the achievement of results and impact.

KE 2 is expected to mainly focus on Components 1, and 2 of the TA operation. Together with Key Expert 1, Key Expert 2 will design, coordinate, and implement Component 1 and Component 2, and monitor Component 3 M/SME support actions and outreach events.

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;
- Excellent writing and communication skills;
- Fluency in spoken and written English as well as very good command of French and/or Arabic, where applicable and depending on the Countries where activities will be carried out;
- Computer literate.

## General Professional Experience

- Relevant professional experience with a minimum of 5 years with a microfinance institution or an inclusive finance TA provider, with a specific focus on financial analysis and micro and small lending, non-performing loan management, identification of key lending risks;
- Good management skills of microfinance entities, especially in the areas of Risk management, Operations, Audit and Business Development;
- Experience in matters related to the transformation of MFIs would also be appreciated (direct involvement in at least 2 transformation processes);

## Specific Professional Experience

- At least 3 years of relevant international professional experience in countries of the Southern Neighbourhood;
- At least 5 years practical experience and proven track record in defining institutional needs, organising and delivering successful professional bank and microfinance TA training and coaching programmes;
- Previous experience with EIB financing would be particularly appreciated. Knowledge of the EIB's Know Your Customer and AML procedures and Social and Environmental standards would be an asset.
- Previous experience of helping financial intermediaries improve Social Performance Management.

**Contact**

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