

MILLAR CAMERON



ACUMEN
*EAST AFRICA, ASSOCIATE DIRECTOR
OF PORTFOLIO*

PEOPLE · PASSION · PERSISTENCE



ABOUT ACUMEN

Acumen is changing the way the world tackles poverty by investing in companies, leaders and ideas.

They invest patient capital in businesses whose products and services are enabling the poor to transform their lives. Founded by Jacqueline Novogratz in 2001, Acumen has invested more than \$132 million in 136 companies across Africa, Latin America and South Asia. They are also developing a global community of emerging leaders with the knowledge, skills and determination to create a more inclusive world. In 2015, Acumen was named one of Fast Company's Top 10 Most Innovative Not-for-Profit Companies.

The Associate Director will be joining a small team building a portfolio of game-changing companies focused on tackling poverty in East Africa. Since 2003, Acumen East Africa has invested in 33 companies reaching over

35M low-income lives in the region. They're committed to the principles of inclusive capital and to growing a portfolio of locally founded businesses. The team is responsible for finding, vetting, structuring and managing investments in companies that serve low-income East Africans in their three portfolio sectors: Energy, Education and Agriculture.



A man in a plaid shirt and dark trousers is carrying a large, rectangular solar panel on his back. He is walking towards the right. In the background, there is a single-story yellow building with a corrugated metal roof and blue shutters. To the left of the building is a pile of gravel. To the right are two large black water jerrycans. The scene is set in a rural area with trees and a clear blue sky.

EAST AFRICA, ASSOCIATE DIRECTOR OF PORTFOLIO
ACUMEN

THE ROLE: EAST AFRICA, ASSOCIATE DIRECTOR OF PORTFOLIO

MAIN RESPONSIBILITIES:

The Associate Director will source and evaluate new investment opportunities, lead due diligence on high potential opportunities, and assist with structuring deal terms. The Associate Director will use his or her investing skills to evaluate the growth and return potential of companies from both a financial and social impact perspective and will lead the preparation and presentation to Acumen East Africa's Investment Committee.

The Associate Director will lead research and analysis related to Acumen East Africa's investment portfolio and its performance, support fundraising and strategic partnership initiatives, and help manage portfolio operations. The Associate Director will actively cultivate Acumen East Africa's networks in the venture and impact investing communities and will contribute to the development of insight and communications pieces for external audiences. The Associate

Director will also be responsible for managing relationships with portfolio companies.

The individual in this role must be comfortable leading a team in a fast-paced, changing environment, executing quickly on a range of transactional responsibilities, as well as thinking critically to add value and solve problems.

EAST AFRICA, ASSOCIATE DIRECTOR
OF PORTFOLIO
ACUMEN

TITLE:
EAST AFRICA, ASSOCIATE
DIRECTOR OF PORTFOLIO

REPORTING TO:
EAST AFRICA REGIONAL DIRECTOR

LOCATION:
NAIROBI, KENYA

START DATE:
ASAP

THE ROLE: EAST AFRICA, ASSOCIATE DIRECTOR OF PORTFOLIO

DIMENSIONS OF THE ROLE:

Identify, cultivate and execute a pipeline of fresh investment opportunities

- **Identify Pipeline:** Build an exhaustive network of relationships (including corporate, entrepreneur, NGO, academic, investor, advisory) to identify new pipeline opportunities for Acumen
- **Conduct Investment Processes:** Develop attractive opportunities by building relationships with promoters, conducting evaluations and analyses, thorough due diligence; and structure and execute investments
- **Investment Documentation:** Prepare, present and maintain detailed and compelling investment documentation for Acumen's Investment Committee

Develop and implement a post-investment management strategy to add significant value to investee companies

- Assess portfolio company needs related to post investment support; design and implement post-investment management interventions in partnership with the global Chief Investment Officer
- Serve in a senior relationship capacity for Acumen East Africa, developing close contact with portfolio company promoters, including representing Acumen on portfolio company boards

- Design and evaluate key metrics to measure social and financial returns on investments
- Develop long-term relationships with external stakeholders including funders, advisors, thought leaders, sector and functional experts to provide business development and strategic post-investment management across the East Africa portfolio

Portfolio Operations

- Lead the Acumen East Africa team to analyze and document data-driven explanations for portfolio decisions; to extract and document investment-specific and general insights; to analyze metrics data to identify patterns; and to channel that data to outputs for marketing and fundraising efforts
- Produce discrete knowledge and research materials based on lessons from Acumen's portfolio

Team Leadership

- Manage 2-4 team members, coach and support them in developing investing skills related to financial modeling, relationship management, deal negotiation and post-investment support
- Work in close partnership with the East Africa Director and across the global portfolio team to support sector-specific initiatives and share learning

HOW TO APPLY

To apply for this role, please ensure that you have the following skills and experience:

- Bachelor's Degree is required; Master's degree preferable
- 10-15 years of experience in venture capital, private equity, investment banking, or investment management, including experience with financial and operational due diligence of early stage businesses
- Significant commitment or experience with the social enterprise sector in East Africa, demonstrated commitment to tackling challenges of poverty; experience in the Agriculture sector an added advantage
- Superior financial and business analysis skills, as demonstrated by prior experience
- Excellent written and oral communication skills; ability to present arguments and analysis in a clear and succinct manner to Acumen management, partners and investees
- Strong ability to take initiative with research and analysis and produce valuable results in conditions of uncertainty
- Solid operational skills including problem solving and project management skills, including ability to work and deliver projects independently, proactively and under pressure
- Commitment to, and enthusiasm for, Acumen's mission and business model, and respect for Acumen's key values: generosity, accountability, humility, audacity, listening, leadership, integrity, respect

Please send your CV and contact details to Millar Cameron, we will contact you to discuss your application in more detail.



Contact: Victoria Bowden

Tel: +44 203 800 0935
Email: victoria.bowden@millarcameron.com



Contact: Alison Cannon

Tel: +44 203 800 0306
Email: alison.cannon@millarcameron.com

A small yellow and blue boat with an outboard motor is beached on a dark, sandy shore. The ocean is visible in the background with gentle waves under a clear, light blue sky.

WHO ARE MILLAR CAMERON

FINDING THE PEOPLE WHO MAKE THE DIFFERENCE

A SEAMLESS JOURNEY

Founded in 2007, Millar Cameron is a leadership recruitment and executive search consultancy that focuses entirely on Africa and other emerging markets.

Our goal is to provide client-centric, tailored executive search, recruitment and strategic advisory. Our international reach paired with local market knowledge enables us to provide our clients outstanding leaders who deliver consistent results, irrespective of geography.

We employ a rigorous research driven search process to identify the best fit for our clients, taking into account both hard and soft skill sets.

Our extensive experience yields a robust approach to market intelligence and a longstanding network of global relationships.

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