

MILLAR CAMERON

AECF  
*DIRECTOR STRATEGY  
& PARTNERSHIPS*

PEOPLE · PASSION · PERSISTENCE



## ABOUT AECF

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*The AECF is a development institution which supports businesses to innovate, create jobs, leverage investments and markets in an effort to create resilience and sustainable incomes in rural and marginalized communities in Africa. Launched in 2008, the AECF has mobilized over US \$356 million to date, leveraging more than US \$658 million in matching capital and improving the lives of more than 16 million people in 2017 alone through jobs and increased household incomes. AECF has so far supported 268 companies in 26 countries in sub-Saharan Africa across 40 value chains in our focal sectors of agribusiness and renewable energy.*



THE ROLE: DIRECTOR STRATEGY & PARTNERSHIPS

## MAIN RESPONSIBILITIES:

*The Director Strategy & Partnerships is a member of the Executive Committee and the Management Committee with primary responsibility to manage the strategy and partnerships strategy and is accountable for its decisions and performance.*

*The role will entail design oversight of impact reporting and positioning the AECF so that strategic partnerships along the investment value chain bring value addition to the AECF's activities and impact.*

## AECF DIRECTOR STRATEGY & PARTNERSHIPS

**TITLE:**  
**DIRECTOR STRATEGY  
& PARTNERSHIPS**

**REPORTING TO:**  
**CHIEF EXECUTIVE OFFICER**

**LOCATION:**  
**NAIROBI,  
KENYA**

**SALARY:**  
**TBD**

**TRAVEL:**  
**30%**

**START DATE:**  
**ASAP**

## THE ROLE: DIRECTOR STRATEGY & PARTNERSHIPS

# DIMENSIONS OF THE ROLE:

### *Strategy Implementation Facilitation*

- Assist the CEO in oversight over AECF's overall corporate strategic planning, and monitoring and review implementation progress against short and medium term measures and longer term impact
- Track key strategic performance measures for each department, and lead the identification of performance gaps, their implication and means of mitigation
- Design and structure advisory processes to facilitate departments in the process design for departmental strategic plans, annual business plans, and their results monitoring, evaluation and reporting frameworks

### *Business development and resource mobilization*

- Play an instrumental role in developing, updating and implementation of a business development and resource mobilization strategy for AECF, working most closely with the CEO and Deputy CEO
- Design and implement a strategic, results-oriented and coordinated approach to the mobilization of significant additional resources from traditional and non-traditional sources
- Develop customized fundraising strategies and policies, tools and mechanisms for implementation
- Develop and manage reporting and financial tracking of strategic resource mobilization activities

### *Partnerships with funders and other strategic stakeholders*

- Establishment and maintenance of effective partnerships with public and private donors, as well as other strategic partnerships, and handling of the formal and informal

networking and reporting that is inherent in such partnerships

- Collaborate with cross-functional teams to structure and execute business initiatives, lead analysis and develop and communicate final recommendations for growing partner relationships
- Coordinate the management of ongoing relationships with existing partners and where relevant, leverage those relationships to greater collective impact
- Develop systems and procedures in support of the identification, engagement and development of strategic partnerships
- Drive a relationship management program to support donors, partners and Government agencies
- Develop and manage partner agreements

### *Communications, in-house and external*

- Design and implementation of a strategy for in-house and external communication that informs and educates participants about the goals, processes and results of the AECF
- Develop initiatives and leverage on internal activities aimed at building the AECF Brand visibility
- Develop, plan and implement events and other stakeholder engagements to disseminate learnings that align with key learning themes
- Overseeing financial management for the department
- Manage the strategy and partnerships team, and identify and respond to development needs of the team



# HOW TO APPLY

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

- Bachelor's degree required; Master's degree in Business Administration or a similar field would be an advantage
- 10+ years of work experience in a senior business development and fundraising role - this should include a track-record of initiating, leading and closing negotiations
- At least five years of experience of crafting strategic partnerships that result in proven value addition to activities and results
- Significant successful experience in managing communications and monitoring and evaluation programs
- Exceptional communication skills
- Strong interpersonal skills as demonstrated by an ability to work collaboratively with colleagues and partners in multi-cultural, multi-institutional and high-pressure settings
- Ability to identify and pursue strategic initiatives which provide the greatest value and sustainable impact
- Ability to mobilise, focus, align, and build effective teams to enable them to conceptualise and achieve collective objectives, inspiring trust and passion in the AECF mission
- Demonstrated capacity for working effectively within multi-disciplinary teams for collective success
- Ability to work in French or Portuguese in addition to English would be an advantage

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



*Contact: Alison Cannon*

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*Contact: Victoria Bowden*

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WHO ARE MILLAR CAMERON

# FINDING THE PEOPLE WHO MAKE THE DIFFERENCE

## A SEAMLESS JOURNEY

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*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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## *OXFORD OFFICE*

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## *LONDON OFFICE*

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