

MILLAR CAMERON

PEOPLE · PASSION · PERSISTENCE

THE ROCKEFELLER FOUNDATION
*MANAGER, DEMAND AND
ENTERPRISE DEVELOPMENT*

THE ROCKEFELLER FOUNDATION'S MISSION

“To improve lives and the planet, and unleash human potential, through innovation. We are dedicated to the principle that all men and women – dignified and resilient as they are – have the right to health, food, power and economic mobility. We seek to advance those goals with a better use of science and data and through collaboration with partners and grantees. By identifying and accelerating breakthrough solutions, ideas and conversations, The Rockefeller Foundation works to improve the well-being of people everywhere.”

ABOUT THE ROCKEFELLER FOUNDATION

We have the opportunity to rapidly accelerate the pace of electrification by leveraging the full potential that distributed renewable energy offers to the world's poorest populations.

Dramatic price reductions and performance improvements resulting from technological innovation and scale have disrupted the traditional energy system. The greatest impact of this disruption could be to power transformational development opportunities for the world's energy poor communities with clean, reliable, and distributed energy resources.

The Rockefeller Foundation is uniquely positioned to lead the development of large-scale, innovative partnerships that break down the silos between traditional utilities and these disruptive new technologies and unleash a new wave of last-mile electrification that better directs public investments and crowds-in private players.

To execute this vision The Foundation is establishing a dedicated collective action platform, “Global Energy Alliance for People and Planet”, to position clean energy at the nexus of inclusive economic development and action on climate change. The Global Energy Alliance

for People and Planet will collaborate with stakeholders across the industry to unleash the full potential of distributed renewable energy (DRE) systems, including technologies such as mini-grids, grid-connected distributed generation and storage, renewable power solutions for industrial and commercial clusters, and stand-alone commercial appliances.

The organization will focus its resources globally to address key bottlenecks, develop the market, build the project pipeline and unlock collective action over a sustained period.

THE ROLE: MANAGER, DEMAND AND ENTERPRISE DEVELOPMENT

MAIN RESPONSIBILITIES:

The position of Manager, Demand and Enterprise Development (DED) for Global Energy Alliance for People and Planet is a vital part of our commitment to enable upward economic mobility for 1 billion people by accelerating access to and consumption of reliable electricity in underserved, low-income communities by 2030, with a specific goal of reaching a minimum annual consumption of 300 / kwh per capita in our target communities.

The Manager, DED will work closely with the Managing Director, DED, other Global Energy Alliance for People and Planet staff and partners to create and refine a standardized DED strategy to support enterprise growth and economic development across our energy investments in various African countries.

Building on that strategy, the manager will work with partners, to support the design and implementation of closely linked in-country projects to ensure that energy drives economic development, supports

improved livelihoods and ensures energy investments translate to equitable impact, particularly for women.

A critical component of the role will be to build private sector and other key partnerships, with a specific focus on enterprise development and agriculture partners to achieve our impact goals, as well as to support the creation of a network of in-country actors who will continue to support demand growth post Global Energy Alliance for People and Planet investments.

TITLE:
**MANAGER, DEMAND AND
ENTERPRISE DEVELOPMENT**

REPORTING TO:
**MANAGING DIRECTOR, DEMAND
AND ENTERPRISE DEVELOPMENT**

LOCATION:
NAIROBI, KENYA

THE ROLE: MANAGER, DEMAND AND ENTERPRISE DEVELOPMENT

DIMENSIONS OF THE ROLE:

Principal Duties and Responsibilities:

Strategy and Design:

- Support the development of a standardized strategy through which energy investments can drive enterprise development and economic growth. Tee up strategic choices and support executive decision making with a focus on both cross-country and in-country strategies
- Deeply understand on-the-ground realities of the countries Global Energy Alliance for People and Planet works in – including politics, other stakeholders, opportunities, and risks and support the design and execution of DED interventions at the country level
- Ensure the right data is being collected and we are tracking results over time and adjusting the strategy as needed
- Ensure that gender is mainstreamed throughout DED investments and support in-country investments to drive gender equity through energy

Partnership Development:

- Support implementation partnerships at the country level, including but not limited to our target countries of Nigeria, Ethiopia, Sierra Leone, Malawi and Uganda. Create and manage a process to engage with external partners, with a particular focus

on the following topic areas – agriculture, enterprise development, e-mobility and other emerging areas that drive demand. Focus on private sector, government and donor partners to ensure demand side strategies are mainstreamed by others (for example – large ag programs embracing and utilizing DRE to drive agriculture productivity)

- Work specifically to ensure that demand side strategies support the growth of small and medium enterprises and are mainstreamed and supported by the private sector. Provide support to private sector companies to scale up the use of DRE power

Execution Management:

- Support the selection of local organizations, and staff where appropriate. Work with these entities and individuals to design and implement projects and strengthen capabilities to deliver sustainable results over time
- Lead grant making/contracts/investments related to DED investments, including documentation for internal approvals, proposal development with partners and
- Oversee the work of grantees, contractors, and partner organizations in priority countries, tracking progress and learning and ensuring quality of their outputs and delivery against the goals of the DED strategy

SKILLS AND QUALIFICATIONS:

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

Education and Experience:

- Bachelor's degree is required. Master's degree in international development or a related field is preferred
- 7-10 years of highly relevant experience with a focus on rural economic development, agricultural systems and/or development partnerships in sub-Saharan Africa. Knowledge of interventions to support gender equity preferred
- Familiarity with the energy sector is preferred, however, if not, you should have an ability to quickly learn and synthesize technical content
- Experience working directly with the private sector a plus. Ability to analyze and understand private sector business models
- Experience designing and executing economic development projects, specifically in African geographies, with a range of public, private and non-profit partners
- Demonstrated ability to manage strategy development execution, strong presentation design and business modeling skills, a plus

- Previous work experience in a complex, fast-paced, and highly professional role, within a collaborative, dynamic organization and in an entrepreneurial environment where building policies, program and processes are necessary

Qualifications and Competencies:

- Communication: Excellent interpersonal abilities; listening skills; writing and verbal skills. You must be a good writer. Assertiveness in presenting and respectfully challenging ideas, including those presented by leadership; able to present ideas to a range of stakeholders in a clear and compelling way
- Entrepreneurial mindset: An inquisitive mind focused on addressing the root causes of problems and building interventions to address them. Anticipates future opportunities and consequences
- Collaborative: a good listener, showcases humility, ability to understand local context and genuinely partner and work with various stakeholders from varied backgrounds. Leverage functional and substantive expertise organizationally; demonstrates inclusiveness, collaboration
- Independent work: Analytical and strong problem-

solving abilities, takes initiative, drives for results, ability to prioritize work, communicates problems and proposes solutions, as appropriate. Uses feedback to quickly improve on work and produce an updated product

- Execution: Meets deadlines; sense of urgency, responsibility, and self-motivation; ability to multi-task and work under pressure; flexible work style; detail oriented
- Decision-making: Ability to evaluate risks and opportunities; uses analytical and problem-solving skills; takes initiative and drives for results; able to prioritize and recommend courses of action
- Leadership: Thinks innovatively and creatively; demonstrates accountability and personal drive
- Diversity, Equity and Inclusion: Committed to the mission of the Global Energy Alliance for People and Planet, to inclusion, equity and diversity in every aspect of your work, and to challenging conventional wisdom through evidence, reason, and amplifying dissenting, unconventional, and marginalized voices

Please send your CV and contact details to Cecilia Nyawira who will contact you to discuss your application in more detail.



Contact: Cecilia Nyawira

Email: cecilia@millarcameron.com

Phone: 00 254 720 880 889

THE ROCKEFELLER FOUNDATION VALUES

As an organization, we focus on six values to advance our culture and to continue our success. We are dedicated to being Transparent, Optimistic, Accountable, Collaborative, Trusted and Equitable.

We operate from a strong commitment to equity, diversity and inclusion in everything that we do. It's not only the right thing to do – we couldn't make an impact without the diverse perspectives and experiences of our team members.

We expect all employees at the Foundation to contribute by developing their unique perspective and talent, and to challenge conventional wisdom through evidence and reason, and by amplifying marginalized voices.

The Rockefeller Foundation is committed to the principles of equal employment opportunity and to compliance with all federal, state, and local laws concerning employment discrimination, including the Americans with Disabilities Act.

To this end, the Foundation ensures equal opportunity to all employees and applicants regardless of race, color, age, gender, sexual orientation, religion, marital status, national origin or ancestry, citizenship, lawful alien status, physical, mental, and medical disability, veteran status or liability for service in the United States Armed Forces.

The Rockefeller Foundation is an Equal Opportunity Employer.





WHO ARE MILLAR CAMERON

FINDING THE PEOPLE WHO MAKE THE DIFFERENCE

A SEAMLESS JOURNEY

Founded in 2007, Millar Cameron is an executive and professional search consultancy that focuses 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

LONDON

NAIROBI