

Business Innovation Facility

Terms of Reference – High-Value Agriculture Finance Lead

1. Background

1.1 The Business Innovation Facility

The Business Innovation Facility (BIF) is a £40m private sector development programme funded by the UK Department for International Development (DFID) and implemented by PwC. The objective of the programme is to enable low-income producers and consumers to benefit at scale from their engagement with commercial markets. BIF does this by facilitating change in the market at a system level.

So far, like most market systems programmes, BIF has taken a ‘country-led’ approach in selected countries (currently Burma, Nigeria and Malawi). BIF intervenes in markets that meet the following criteria:

- Are highly relevant to poor people;
- Provide increasing opportunities for the poor through market growth;
- For which there are feasible mechanisms for BIF to provide meaningful support; and
- Where there is good alignment with other development efforts.

Alongside its ‘country-led’ programmes, BIF has initiated a ‘company-led approach’, selecting markets to assess and intervene in based on a different entry point, which is that of companies that are driving change and innovation in those markets.

Under this approach, BIF has been engaging in the financing for high-value agriculture (HVA) market in Kenya. To date, BIF has undertaken a market assessment of the financing for HVA market, held further discussions with a number of financing institutions and initiated contract farming activities in the target horticultural value chains, mango and avocado. There is also potential for BIF to work in the potato value chain although activities here are yet to commence. The market assessment identified interventions in two areas:

- *Demonstrating the potential return on investment from the high-value agriculture market:* The mechanism chosen to deliver against this intervention is contract farming with closed-loop financing. BIF is currently working to strengthen the case for financing at the offtaker level by establishing strong contract farming models whilst simultaneously discussing financing mechanisms with financial institutions.
- *Stimulate value-added production:* Use the learning from the first intervention to develop the case for other market players to increase their activity.

2. Responsibilities

The HVA Finance Lead will report to the Kenya Country Lead and work on a day-to-day basis with the HVA Technical Lead, Kenya Programme Manager and Kenya M&E Advisor. Technical oversight with regard to the delivery of activities in line with the BIF market systems approach and approved scope of work will be provided from the BIF team based in the UK who has the overall responsibility for the BIF contract with DFID.

The HVA Finance Lead will be responsible for providing technical expertise on financing for agricultural supply chains. This includes designing a financing mechanism, linking in with existing

initiatives and thinking innovatively about potential new mechanisms to increase access to finance at both offtaker and smallholder level. The role will involve building relationships with existing service recipients in the HVA market to better understand their financing needs, analysis of smallholder finance requirements, and relationship building with financial institutions (commercial banks, MFIs, credit guarantee funds etc.) to develop affordable finance solutions for smallholders.

3. Requirements

Qualifications and experience:

- Educated to Masters level in subjects such as Agribusiness, Economics or similar;
- A minimum of 5 years of work experience in agribusiness or value chain financing projects in Africa, preferably in Kenya and in the development context;
- A proven understanding of banks and financial institutions and an ability to engage with them to explore development of products for agricultural value chains. Experience in financial service in agriculture a plus.
- Knowledge of business management gained through experience in the private sector and / or management consulting experience;
- Demonstrated evidence of design of financing for agriculture mechanisms with benefit to smallholders.

Personal competencies:

- Strong analytical skills and ability to recognise implementable solutions and apply findings and recommendations independently;
- Ability to discuss financing mechanisms with financial institutions and propose innovative financing solutions;
- A high level of commercial awareness and understanding of business, since BIF predominately delivers interventions with the private sector;
- Confidence to develop strong relationships with senior level clients and stakeholders, i.e. government officials, donors partners and business executives;
- Flexibility to work as a team player (with a team based in Kenya and international experts based in the UK) and pick up additional tasks in the project at short notice.

4. Further details

Candidates should have availability for at least 3 months.

The successful candidate will be offered a competitive compensation package. Please send a curriculum vitae and a recent short piece of written work (both less than two pages) to Brenda Waguma at brenda.waguma@pwc.com and Lizzy Fitzgerald at elizabeth.a.fitzgerald@pwc.com by close of play BST on Friday 15th June 2018.

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