

Job Title: Senior Manager – Capacity Building and Capital Mobilisation for SME Finance in Africa

Location: Flexible, (preferably in Africa) with frequent travel to Africa countries and global fora.

Fixed term position from February 2025 to March 2026 (14 months)

Project

GSG Impact is launching a transformative project to address critical barriers to capital mobilisation in Africa, with a strong focus on small and medium-sized enterprises (SMEs). By fostering capacity building and creating an enabling environment for private sector growth, the initiative aims to generate a multiplier effect on capital mobilisation, advancing Sustainable Development Goals (SDGs) and climate objectives across the continent.

A central component of the project is the strengthening of the GSG Impact Partnership in Africa, with a focus on Ghana, Cote d'Ivoire, Senegal, Burkina Faso, Ethiopia, Zambia. GSG National Partners and the Africa Impact Investing Group play a pivotal role in building impact economies by working closely with governments, financial institutions, and other stakeholders. Their efforts have driven significant achievements, including policy reforms and the introduction of innovative impact finance instruments in several countries. The initiative aims to mobilise over \$500 million in private capital investment in the next five years, driving sustainable economic growth and resilience across Africa.

Project outcomes include:

- Development and dissemination of the Practitioners' Guide and other resources
- Strengthened coalitions and networks in countries to advance SME financing solutions
- Measurable progress in policy reforms and financial ecosystem improvements
- Significant increases in private capital mobilisation for SMEs in target countries

Position overview

GSG Impact seeks an experienced and dynamic Senior Manager to lead this multi-phase initiative. The role involves strengthening impact ecosystems and investment environments in target African countries, including Ghana, Côte d'Ivoire, Senegal, Burkina Faso, Ethiopia, and Zambia.

Drawing on a strong background in international development, programme management, and capacity building, the Senior Manager will manage the project and lead the execution of actionable solutions for mobilising private capital. The role also includes spearheading advocacy efforts, influencing policy, and developing innovative financial mechanisms to foster SME growth in Africa.

Key responsibilities

1. Project management and leadership

- Design and implement project, ensuring timely delivery of outputs within budget limits
- Manage a diverse and inclusive project team, fostering collaboration and innovation
- Develop monitoring and evaluation systems to track progress and measure impact

- Keep the vision and direction for the project on track, ensuring alignment with the project objectives and GSG Impact's mission and goals

2. Stakeholder engagement

- Coordinate GSG Impact colleagues, Taskforces, National Partners, and other stakeholders to drive collaborative outcomes
- Cultivate relationships with DFIs, PDBs, private investors, government entities, and other stakeholders to ensure active engagement and alignment with project objectives
- Engage with GSG Impact's Coalitions of Action, promoting collaboration across regional and global initiatives
- Represent GSG Impact at international fora, leveraging expertise in engaging senior-level stakeholders to promote SME finance in emerging markets and developing economies

3. Knowledge development & dissemination

- Lead the creation and dissemination of actionable resources, including contributions to global fora, the Africa Impact Summit, TICAD, and other convenings
- Advocate for policy and ecosystem reforms to address financing gaps for SMEs.

Qualifications

Education: international development, finance, business, or a related field.

Experience:

- Over 10 years of international development experience, with strong expertise in program management for Africa related projects
- Experience in fundraising especially in SME finance, and capital mobilisation is an advantage but not essential.
- Success in managing multi-stakeholder partnerships at local and international levels
- Ability to navigate complex policy environments and drive systemic change

Skills:

- Strong analytical and project management abilities
- Exceptional leadership and interpersonal skills, with the ability to inspire and influence diverse stakeholders
- Proficiency in capacity building and outreach program design
- Fluency in English and French is essential; additional languages are an advantage

Other

Compensation: Competitive salary and benefits, commensurate with experience.

Application Process: Submit your CV and cover letter to careers@gsgii.org by 30 January 2025