



**HABITAT FOR HUMANITY INTERNATIONAL  
A LEADING CHRISTIAN NGO BASED IN PRETORIA**

**Specialist: Capital Markets and Financial Inclusion**

Founded in 1976, Habitat for Humanity International (HFHI) is a Christian housing organization serving families in more than 70 countries around the world who are living in sub-standard housing. Since its founding, it has built or repaired over 1 million homes, providing more than 5 million people with safe, decent, affordable shelter!

**Job Title: Specialist - Capital Markets and Financial Inclusion**

**Job Location: Nairobi, Kenya**

**Travel: 30% travel within the Africa region.**

HFHI, through the support of its generous donors, is expanding the Center for Innovation in Shelter and Finance initiative and currently recruiting for a **Specialist - Capital Markets and Financial Inclusion**.

The **Specialist - Capital Markets and Financial Inclusion** is responsible for implementation and coordination of the capital market and financial inclusion strategy in the Africa area. He/she will be responsible for the growth and development of the existing housing finance and SME portfolio in the region, consistent with HFHI standards and strategic goals towards sustainably serving families. At the same time, he/she will contribute to the implementation of a regional expansion and capital mobilization strategy with special focus in partnerships with FSP's and SME's through TCIS (Shelter Venture Fund, Micro Build Fund) and other investors or investment vehicles.

**Key areas of responsibilities:**

**IMPLEMENTATION AND COORDINATION OF CAPITAL MARKETS AND FINANCIAL INCLUSION STRATEGIES AND MODELS:**

- Coordinate and implement technical support strategies on Housing Finance and SME issues: product development, financial modeling, conceptual innovations, evaluations, involvement on specific projects.
- Coordinate and implement capital mobilization strategies for supporting the funding needs for both demand (clients and FSP's) and supply (SME's) side of the housing value chain, in collaboration with Market Systems.
- Promote inter-institutional adoption and adaptation of successful housing, financing and micro-finance models.
- Monitor and evaluate innovative projects, generate learnings and promote scaling of effective models, sharing and knowledge transfer.
- Support Manager CMFI in development of project proposals to potential donors, or investors, focusing on coordination and development of the capital market/financial inclusion design and objectives.

**DEVELOPMENT OF PARTNERSHIPS:**

- Position TCIS EMEA-niche as a solution to Housing Finance, Housing Microfinance and SME's in Africa region.
- Identify, prioritize, establish and maintain relationships with Implementing Partners (Micro Finance Institutions, other Local Finance Institutions, Donors, Investors, SME's, consultants, etc).
- Develop and pilot partnership projects in cooperation with partners and area office team.

**RESOURCE DEVELOPMENT COORDINATION:**

- Support Manager CMFI to identify new funds to support Housing Finance and SME's activities and programs.
- Identify, prioritize, establish and maintain relationships with Funding Partners (Investors, Guarantors, Donors).

#### SUPPORT MICRO BUILD FUND, SVF AND TCIS LEADERSHIP:

- Promote and identify potential MFI and SME's partners;
- Conduct the appropriate due diligence (both desk and on-site) and a proposal development for each MFI and SME partner;
- Carry out additional responsibilities and projects as assigned by supervisor.

#### **ABOUT THE TERWILLIGER CENTER FOR INNOVATION IN SHELTER:**

The Terwilliger Center for Innovation in Shelter works with housing market systems by supporting local firms and expanding innovative and client-responsive services, products and financing so that households can improve their shelter more effectively and efficiently. Acting as a market facilitator through the Terwilliger Center, Habitat for Humanity will have exponentially more impact by improving systems that make better housing possible for millions more families, most of whom build their homes in stages. The Terwilliger Center's approach stays true to Habitat for Humanity's original principles of self-help and sustainability by focusing on improving systems that enable families to achieve affordable shelter without needing ongoing direct support.

#### **Suitable candidates will need to satisfy the following requirements:**

- Bachelor's degree in relevant field required. Master's degree or equivalent experience preferred in international development, business administration, or related discipline.
- At least 5 years of work experience in international development, preferably with an INGO, experience in developing countries is a plus
- At least 5 years' experience and demonstrated success in capacity building of partners
- Experience in designing and delivery of housing microfinance and SME's investment projects
- Experience in selecting and coordinating consultant base
- Working experience in microfinance and/or housing finance; with an understanding of low income segments
- Investment, portfolio management and financial literacy experience strongly preferred.
- Credit and micro credit analysis abilities.
- Strong Excel & other MS office skills.
- Strong evaluation skills.
- Fluency in English.
- Cross-cultural communication skills.
- Negotiation and partnership development skills.
- Process facilitation and organizational development skills.
- Decision making and problem solving.
- Demonstrated ability to work within a team.
- Fluency in French is preferable but negotiable

#### **HOW TO APPLY:**

Submit your CV along with a letter of motivation online through our career site at:

<https://www.habitat.org/about/careers/specialist-capital-markets-and-financial-inclusion>

#### **Closing Date for Applications is the 25<sup>th</sup> of August 2017**

The position offers a competitive compensation and benefits package in the nonprofit organization market.

*HFHI is an equal opportunity employer and seeks to employ and assign the best qualified personnel for all our positions in a manner that does not unlawfully discriminate against any person because of race, color, religion, gender, marital status, age, national origin, physical or mental disability, sexual orientation, veteran/reserve national guard status, or any other status or characteristic protected by law.*