Trade Catalyst Africa (TCA) is a catalytic finance fund wholly owned by TradeMark Africa (TMA); that is aimed to increase exports and intra-regional trade from Africa. TCA will pilot commercially viable projects for creating trade infrastructure (both physical and digital) as well as increasing access to Trade Finance for Small and Medium Enterprises (SMEs). TCA will identify, develop, de-risk, invest in, mobilize financing for and manage such projects thus alleviating the financing gap in the current environment of constrained donor and Government financing. USAID has provided the initial capital of US$ 25 Million to operationalise TCA. TCA will leverage this funding to raise additional capital from development finance institutions (DFIs), commercial banks, private equity funds, microfinance institutions, FinTechs and other financial institutions for investment. Ultimately, TCA will be an evergreen fund and will revolve its funding across multiple projects by recouping its investments using a transparent revenue model.

TCA will have two components: (i) A Developer Window to support the development of trade infrastructure projects and (ii) A Trade Finance window to support increased availability of Trade Finance in specific sectors. TCA will implement projects on the back of TMA’s in-depth experience in project design, implementation, and stakeholder engagements. TCA, in turn, will support TMA to expand and sustain the scale of its impact, in line with its development objectives. We believe this will amplify the gains made by TMA in trade facilitation and in spurring Africa’s economic and trade growth.

We are looking for high calibre, results-oriented and experienced professional to build on this momentum and make this vision a reality. The right Investment Director will share our conviction that investing in trade infrastructure and SMEs is an important catalyst for strengthening Africa’s export capability.

**Vacant post**

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<th>Position</th>
<th>Job Grade</th>
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<tr>
<td>Investments Director</td>
<td>JG3</td>
<td>Nairobi, Kenya</td>
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**Application details**

The detailed job profile for this post can be accessed on the TMA website [www.trademarkafrica.com](http://www.trademarkafrica.com).

This position is available on an initial fixed-term contract to 30 June 2026. Please apply online through [http://www.trademarkafrica.com/work-with-us/](http://www.trademarkafrica.com/work-with-us/) by Monday, 14 August 2023. Attach a cover letter and a detailed CV as one document including details of your qualifications, relevant experience, present position and salary expectations. Your application should also include a working e-mail address, daytime telephone contacts, and names and contact details of three referees. Interviews will be conducted in September 2023.

Please note that we will only consider applications received on-line through the link provided above. Applications received after the deadline will not be accepted. We reserve the right to accept or reject any application. Only short-listed candidates will be contacted.

TCA is an equal opportunity employer and is committed to open and transparent recruitment processes. Qualified women and persons living with disabilities are particularly encouraged to apply.
Job title: **Investments Director**  
**Line Manager title:** Chief Executive Officer

**Grade:** JG3  
**Location:** Nairobi, Kenya

**Who we are**

Trade Catalyst Africa (TCA) is a US$25 million commercial facility funded by USAID through TradeMark Africa (TMA) that aims to address the challenge of access to finance for trade infrastructure and trade finance. TCA will address this through blended finance to de-risk commercial investments in trade projects. It will specifically focus on investments in trade infrastructure, both hard and soft infrastructure such as industrial parks, digital systems, and providing better access to trade finance related to export value chains, particularly in agribusiness and the Cotton, Textiles and Garments value chain.

TCA is structured as an evergreen revolving fund that will look to de-risk investments in commercially viable projects by providing ‘first loss’ capital that will help leverage other development finance investments, thereby amplifying impacts. Some potential projects include innovative funding of industrial parks, one stop border posts, scanners, digital cross-border trade platforms and supply chain finance. TCA will work closely with TMA and other potential financial partners, including commercial banks, development finance institutions and FinTechs, to develop a pipeline of commercially viable projects that will unlock trade. TCA is looking to create 6,000 – 10,000 jobs in the next couple of years and significantly cut the time and cost of trade in Africa.

TCA is in the formative stage of its development. We have defined a strategy which outlines areas of investment focus, potential pipeline for investments is being identified and investment and operational elements related to setup are being executed upon. TCA will have the ability to make investments through a range of instruments like debt, equity, and quasi-equity investments in both physical and digital trade infrastructure, and innovative trade finance platforms.

**Job summary**

The Investment Director will operate as a member of TCA’s Core Team and will lead in the conversion of TCA objectives to investment strategy and eventually execute this to construct an investment portfolio which delivers those objectives. The Investment Director will lead on preliminary financial feasibilities, undertake deal due diligence, and execute approved transactions whilst concurrently managing internal and external stakeholder relationships including governments, banking and other financial institutions, legal partners. Reporting to the CEO, the Investment Director will support in fundraising and managing investors who have made commitments to TCA will be an important deliverable for the position.

**Roles and responsibilities**

**Investing in Trade Infrastructure and Trade Finance**

Translate TCA’s Investment Strategy into a balanced portfolio of high performing investments by:

- Designing and implementing a working investment process for TCA and ensuring each investment supports TCA objectives – at the company and portfolio level.
- Conduct technical analysis or research to help in identification of investments opportunities.
- Leading in deal origination, diligence, structuring and closing investments.
- Leading the Investment Committee meetings to review, structure and approve prospective investments, report on investment progress and discuss investment strategy.
- Designing and evaluating key metrics to measure the social, environmental, and financial returns on investments as well as compliance with appropriate local regulations.
- Developing long-term relationships with external stakeholders including funders, advisors, thought leaders, governance resources, peer-to-peer networks, sector and technical specialists to provide
business development and strategic post-investment management across TCA’s investment portfolio.

**Investor Management**

- Leveraging on TMA for its experience in the sector and region.
- Developing and managing relations with key governmental bodies for positive regulatory environments and support.
- Supporting the process of fundraising for TCA including generating prospects, developing materials for discussion, working through diligence by potential investors, closing commitments and documentation.
- Providing investors with materials and discussions which allow them visibility into TCA’s progress and an assessment of achievement vs. their objectives in committing to TCA.

**Organisational positioning**

![Organisational diagram]

**Academic and professional qualifications**

- Undergraduate or Master’s degree preferably in Economics, Development Studies, International Trade, Planning, Finance or Management.
- CFA qualification is an added advantage.

**Work experience**

**We are seeking an Investment Director who brings:**

- Best-in-class investing experience in impact investing, venture capital or private equity. Minimum of three years’ experience as an Investment Director (or equivalent), with at least 7 years in impact investing, private equity, or venture capital, preferably in emerging markets, including successful exits and a demonstrable record of commercial returns.
- A deep commitment to addressing challenges facing SMEs. Impact on SMEs is a key deliverable. Therefore, the impact target and goals will serve as a north star for strategic decisions.
- Exceptional people leadership, relationship-building, and collaboration skills. The Investment Director will forge new partnerships, manage stakeholders with varied (and sometimes competing) priorities, and bring together wide-ranging actors in service of TCA’s mission. To do this requires someone who can build trust quickly, and who has the history to prove it.

**Technical skills and behavioural competencies**

- *A willingness to roll up your sleeves,* to do the work that needs to be done.
- *Ambition and curiosity,* tenaciously pursuing goals, relentlessly seeking to better understand.
- *An adaptive mindset,* open to learning, shifting one’s point of view or approach.
Job description

- A global outlook, comfortable working in a cross-cultural, collaborative environment.
- Impeccable integrity, an individual others can trust without reservation, who chooses to do what is right, not what is easy.

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