



BUSINESS ANALYST: GREENBIZ PROGRAMME

Organization Background

The Kenya Climate Innovation Center (KCIC) is a social impact organization operating in the climate space, committed to supporting micro and small enterprises and driven by innovation. The KCIC provides incubation, capacity-building services, and financing to Kenyan entrepreneurs and new ventures that are developing innovative solutions in renewable energy and energy efficiency, water management, agribusiness, waste management, and commercial forestry in a bid to address climate change challenges.

KCIC is currently implementing several long term programmes including GreenBiz supported by the Danish International Development Agency (DANIDA). The GreenBiz programme focuses on increasing commercialisation and scaling up of climate-smart innovations. These innovations are to create decent jobs, increase access to low carbon energy sources, increase community and household resilience to climate change as well as contribute to other environmental and social benefits. GreenBiz targets climate smart businesses with climate smart innovations as its primary clients on five thematic areas namely renewable energy, agribusiness, water management, waste management, and commercial forestry. These clients must have developed a prototype and are within KCIC's five thematic areas of focus.

KCIC is recruiting **two (2)** Business Analysts to be based in Nairobi.

Job Summary

The Business Analyst is responsible for supporting entrepreneurs (KCIC clients) to become bankable or investor ready by providing client tailored technical assistance and support to Start-ups, SMEs and Community Based Organizations through business advisory services, organizing business trainings, coaching clients and linking clients to financiers, markets and relevant resources.

Responsibilities

- Provide business advisory and financial analysis support to clients to support climate technology innovators;
- Analyze and evaluate programme requirements to ensure alignment of client's strategy and the prevailing economic and technological advances through conducting client baseline/assessments;
- Nurture early-stage enterprises through market feasibility studies, product development, customer acquisition and revenue generation support;
- Support portfolio clients through research support in their areas of operation knowledge sharing and ensure collection of data for monitoring and evaluation purposes
- Prepare financial models for enterprises to foster growth and scale up of enterprises;
- Support portfolio clients to develop bankable business plans/ investment proposals/ Investment pitches;

- Analyze business needs for translation into technical requirements and propose mentorship solutions to the identified business problems;
- Identify business training needs for clients and their eventual facilitating preparations;
- Identify suitable events to promote KCIC'S profile and generate client leads;
- Maintain and monitor work schedules for periodic reporting to achieve programme objectives.

Qualifications

- Minimum of Bachelor' s degree in business related courses.
- Professional qualifications in CPA, ACCA and CFA is desirable.

Experience

- Over 3 years' experience in business development services, strategic or management consulting, or in providing technical business assistance ideally working with startup, early-stage entrepreneurs, Community Based Organizations, and Self Help `groups.
- Experience in the critical analysis of a business, investment plans and financial statements;
- Experience working with the Climate Change sector is an added advantage;

Functional Skills

- Analytical and Problem-solving skills;
- Decisions making skills;
- Organization and planning skills;
- Time-management skills;
- Communication skills.

Behavioral Skills

- Professionalism and Integrity;
- Interpersonal skills;
- Adaptability;
- Creativity and Innovation;
- Team player.

How to Apply

Interested candidates are invited to send the completed KCIC employment application form together with their up-to-date CV, contact details, details of current and expected remuneration, the names of three professional referees, and a cover letter demonstrating how you meet our requirements.

Closing date for applications **Wednesday, 29th November 2023**. Only short listed candidates will be contacted.

Kenya Climate Innovation Center is an equal opportunity employer