



EWB Long Term Fellowship Ignitia

Role: Business Development Analyst

Venture: Ignitia

Website: <http://www.ignitia.se/>

Location: Accra, Ghana, with travel across West Africa

Start Date: Training May 2017, placement start date June 2017

Duration: 12 months

Engineers Without Borders Canada (EWB) is a Canadian NGO that invests in people and ventures to create a thriving and sustainable world. Bolstered by its network of 36 chapters and 1600 members, EWB provides seed funding, talent and mentorship to social enterprises throughout sub-Saharan Africa. For more information on EWB, visit <http://ewb.ca>.

The EWB Fellows Program

The EWB Fellows Program exists to develop a cadre of Systems Change Leaders by equipping them with the opportunities, competencies and skills needed to build a more thriving and sustainable world. Every year we recruit 25-30 outstanding people for the 12-month Fellowship, placing successful candidates in one of our early-stage Ventures located throughout sub-Saharan Africa. This Fellowship opportunity is with Ignitia and is based in Accra, Ghana.

About Ignita

Ignitia is a high-tech social enterprise that has developed a disruptive weather forecasting system that is innovative both in its scientific basis (2x as accurate as existing forecasts) and in delivery of information to customers (via SMS to reach our BoP users).

The result is that small-scale African farmers receive forecasts that they can actually use on a daily and seasonal basis to make more informed farming decisions. According to studies by international academic experts, this has resulted in as much as 2x productivity in crop yields. This impact has the potential to be transformative: doubling yields for the world's 1.5 billion farmers can change the financial prospects not just of families and communities, but of entire economies.

Ignitia is currently working with USAID, GIZ, and the World Food Program, as well as governments across seven West African countries. For more information about Ignitia's work, please visit <http://www.ignitia.se/>.

About the role

Ignita is scaling rapidly and we need to develop our market analysis to improve our operations and

expand into new markets.

There will be a combination of traditional fact-based, market research and development in addition to a healthy dose of intuition and team decision making in blazing new ground. Your work in combining the two will be critical to the team's success.

Fellows will get a unique hands-on learning experience and the ability to grow within their role, within our scaling social enterprise, and within one of Africa's quickest growing markets.

As a Business Development Analyst for Ignitia, your responsibilities will include:

- Market Research
- Survey creation and customer insight
- Data Analytics
- Financial Modelling
- Development of sales models and channels

Sound exciting? Here's who we are looking for.

Skills & Qualifications

Required

- 2-5 years of experience
- Experience with statistical/data analysis
- Self-starter, independent worker, willing to take on high levels of responsibility
- Ability to work under pressure in a field/rural environment
- Cross-cultural communication skills
- Minimum conversational level French skills

Wish List

- MBA desired
- Experience in Emerging Markets
- Experience in Telecommunications and/or Agriculture
- Fluency/high level of professional proficiency in French considered an asset

Please note: You must be a Canadian citizen, permanent resident, or landed immigrant in order to apply. No exceptions.

Compensation

All costs relating to the placement are either paid for directly by EWB (airfare, insurance, vaccinations, trainings) or indirectly through a living stipend, which covers food, living expenses, local travel, etc. Fellows also receive an honorarium to assist with repatriation costs. The stipend covers basic living expenses for a modest lifestyle in your placement country. You should not expect to save money during this year or use the stipend to cover previous expenses (e.g. student loans).

Additionally, EWB offers a range of benefits including insurance, a settlement allowance, professional development opportunities, and more.

Application Instructions

Submitting your application for the EWB Fellowship involves two steps:

Step 1: Under the subject line “Business Development Analyst - Ignitia”, submit your CV/Resume to devonmatthews@ewb.ca.

Step 2: Complete the following [online application form](#). Please select "EWB Long Term Fellowship - Ignitia" as the “Opportunity type”. If you would like to submit your candidacy to more than one role, please fill out separate forms.

Applications will be reviewed, and interviews scheduled on a rolling basis, so please submit your application as soon as possible. If the posting is still on our website, consider the role available.

For further detail about EWB, please visit [our website](#).