



EWB Long Term Fellowship LishaBora

Role: Director of Business Development

Venture: LishaBora

Website: www.lishabora.com

Location: Kiambu, Kenya

Start Date: Training May 2016, placement start date June 2016

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 LishaBora and is based in Kiambu, Kenya.

About LishaBora

LishaBora is a young social enterprise that uses high value dairy feeds and services to provide farmers with what they need to earn a living from their animals. In 2008, 11.8 million cows in Kenya produced over three billion liters of milk, over 70% of which was produced by smallholder farmers. This is nearly half the production level of other similar economies. Our feeds and services enable smallholder dairy farmers to increase milk production by up to 30% while reducing costs by as much as 60%. Our mission is to re-design the relationship that smallholder farmers have with feed suppliers and develop a holistic approach to solving one of the regions biggest problems. We are growing rapidly with the goal of raising 500k USD in 2017 and becoming self-sustainable in early 2018.

About the Role

This roll will help to drive the development of the business strategy, tools, processes and procedures that will allow us to grow from a 72,000 USD/year business to a 1 Million USD/year business. It will be a leadership role in the organization and require a close working relationship with the venture lead as well as all members of the team.



As a Director of Business Development for LishaBora, your responsibilities will include:

- Helping with high-level steering of the business
- Help advise other departments of the company in order to build the business aspects of the company
- Helping to design business processes in the most feasible way in order to assure sustainability and impact. This includes building the policies and procedures needed to operate effectively.
- Lead the process of raising capital for the business. This includes helping raise equity for the business and working on funding applications, writing grants and proposals
- Overseeing the increase of exposure for the company through social media, blogs, Facebook and newsletters

This job will also require you to:

- Work with the other team members in order to develop and implement better business practices.
- Work from the small office that acts as the company headquarters in Kiambu Kenya.
- Be able and willing to do a diverse set of tasks, applying skills across disciplines
- Have a drive and passion for working with small business that are impact focused
- Willing to take risks in order to achieve something new and exciting
- Have an open mind, be creative, have fun and enjoy new experiences

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

Skills & Qualifications

Since LishaBora is still small and early stage, we are looking for someone who is:

- Able to work in an open and small business setting, often collaborating with colleges on various different aspects of their job
- Be personable and easy to get along with. Since working closely with the members of the team is important, so too will be getting along with each other. This is also highly necessary since networking will be a large part of the position
- Work with other people to help with different aspects of the company and business. While raising capital is the focus of the position, your advice and input will be important in every other aspect of the company as well. We are, after all, a team.
- Excited about doing something new and impactful that no one has ever done and that could change the lives of thousands of people. We are small now but we are part of a multi billion-dollar industry with millions of customers.
- Both willing to roll up the sleeves when necessary and have fun, laugh and enjoy life as much as possible.

The role will require:

- Experience in business development or like field
- Working knowledge of financial models and projections
- Basic accounting skills



- Excellent grammar and spelling
- Very strong writing skill and the ability to clearly articulate
- Organizational and managerial skills
- English as a primary language
- Social personality and eagerness to interact with lots of people

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 that can be used 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 “Director of Business Development - LishaBora”, submit your CV/Resume to devonmatthews@ewb.ca.

Step 2: Complete the following [online application form](#). Please select "EWB Long Term Fellowship – LishaBora" 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](#).