



EWB Long Term Fellowship LISHABORA

Role: Fundraising and Communications Specialist

Venture: LishaBora Ltd.

Website: lishabora.com

Location: Thindigua, Kiambu County, Kenya

Start Date: Full- time Training beginning October 1st 2017 (accommodation provided), departure for placement October 22nd 2017

Duration: 3 weeks of training in Toronto, 12 months in Kenya

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 40 chapters and 1300 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 Ltd. and is based in Thindigua, Kiambu County in Kenya near Nairobi.

About LishaBora

LishaBora ("Feed Better" in Kiswahili) is a socially-driven Kenyan company that aims to improve the sustainability of smallholder dairy farming. With 65% of Kenya's milk coming from 2 million smallholder dairy farms, it is essential that market inefficiencies and systemic failures are remedied. LishaBora uses technology, community-based networks, and quality-assured products to drive change for smallholders at both the market level and farm level.

Founded in early 2015, LishaBora fully transitioned in late-2016 from its initial



hydroponics feed technology to a rapidly growing vertically integrated dairy feed company. We formulate, produce, and deliver to farmers a range of dry-feed products. In contrast with conventional feed suppliers, LishaBora manages last-mile delivery to farms and provides cow-specific feeding recommendations and measuring tools to ensure optimal usage of dry feeds. More recently, LishaBora has been testing a complementary set of auxiliary services including veterinary care, grass management services, and records transparency for informal milk aggregators. Our market-based approach to improving animal feeding and farm-level practices has been demonstrated with 550 smallholders in Central Kenya.

Our vision for the future is to co-manage smallholder dairy farms in the most nuanced and inputs-dependent areas of management: feeds and fertility. By leveraging our close relationship with farmers and other streams of data, LishaBora aims to understand farms at the cow level to make much-needed advisory a scalable and profitable reality.

About the role

EWB Fellows have played a major role in developing LishaBora's strategy and will continue doing so. Fellows will get a hands-on-experience working in a young and dynamic social enterprise whose work directly benefits smallholder farmers in Kenya. We are looking to add a communications and grant writing rock star to support LishaBora's next stage of growth

As a Fundraising and Communications Specialist for LishaBora, your responsibilities will include:

Fundraising

- Researching, identification and acquisition of grants and major donations from philanthropic bodies, government departments, individual donors and the corporate sector.
- Attending relevant fundraising forums and groups
- Writing and presenting proposals through collaboration with LishaBora staff
- Creating a grants management system for LishaBora;
- Identify networks in which LishaBora leadership can participate to raise the organisation's profile with donors and investors;



Communications

- In coordination with LishaBora staff, develop a communication and visibility strategy and support preparation of visibility materials such as fact sheets, brochures, and newsletters.
- Keep donors/investors abreast of LishaBora's work by developing and implementing a robust donor and investors communications plan;

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 Thindigua, 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

- Post-secondary education in related field required
- Excellent skills in networking, communications, prospect research, marketing and project management
- Ability to explain complex issues to funders and present LishaBora and its work in a compelling, concise manner
- Demonstrated success in securing grants or major donations from philanthropic bodies, government, major donors and the corporate sector would be highly desirable but not required

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;
- Work with other people to help with different aspects of the company and business. While Fundraising and Communications 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.

Specifically, we are looking for the following skills:

- Experience in Fundraising or like field;
- 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 or permanent resident 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 that is provided after completion of 12 month contract. 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 (ex. 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 “Fundraising and Communications–LishaBora”, submit your CV/Resume to ltfrecruitment@ewb.ca.

Step 2: Complete the [following online application form](#).

We **highly encourage** applicants to apply for more than one role as this is a highly competitive program. 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 read our Fellowship FAQ, [our website](#)