

Anza Growth Fund (AGF) International Volunteer

Job Description: Growth Fund Strategy and Operations Specialist

Job Title	Location	Reporting to	Duration
Growth Fund Strategy and Operations Specialist	Arusha or Dar Es Salaam, Tanzania	Anza Managing Director	6 - 12 months

About Anza and Anza Growth Fund

Anza is an innovation organization, founded on the belief that entrepreneurs will transform Tanzania. Understanding the challenges faced by many growing enterprises, Anza provides them with personalized and strategic capacity building, affordable capital, and relevant community. Through this robust range of offerings, Anza meaningfully assists in growing businesses that create more jobs and provide life-improving products or services to low-income Tanzanians.

Anza runs two programs: The Investment Readiness (IR) Program & The Business Foundations Accelerator (BFA). Both are designed to support distinct segments of entrepreneurs to raise capital and expand their businesses. The IR program supports high-growth ventures with the potential for exponential growth to prepare to raise VC-style equity investments, while the BFA supports growing businesses in traditional sectors to obtain debt capital via the Anza Growth Fund Microfinance and 3rd party lenders.

Anza Growth Fund is a microfinance institution registered in Tanzania that provides debt and equity finance at terms that help businesses grow. With a below-market rate interest, flexible repayment terms tied to future cash flow, and flexible collateral requirements, the Anza Growth Fund is a unique offering of Anza. While many business development companies say they will get businesses ready for finance, Anza Growth Fund ensures that hurdles to finance are removed.

Role Overview:

We are seeking a dedicated volunteer to support the Anza Growth Fund in revising its strategy, strengthening operations, enhancing due diligence procedures, and providing a framework for sourcing the best leads for investment. The volunteer will also review current

and prospective investors, determining how to engage them effectively. The ideal candidate will provide strategic direction to improve AGF's performance and expand its reach.

Key Responsibilities:

1. Strategy Revision:

- Analyze AGF's current strategy and identify areas for improvement.
- Develop a revised strategy to address high non-repayment rates and operational inefficiencies.
- Propose innovative approaches to enhance AGF's investment model and expand its impact.

2. Operational Strengthening:

- Review and improve AGF's due diligence procedures to ensure robust assessment of potential investments.
- Develop and implement best practices for loan monitoring and management.
- Create a framework for ongoing evaluation and improvement of operational processes.

3. Investor Engagement:

- Review AGF's current and prospective investors, including KIVA, One Seed Expeditions, and 3rd Creek.
- Develop strategies to engage investors more effectively and secure additional funding.
- Propose methods to enhance investor relations and build long-term partnerships.

4. Performance Evaluation:

- Assess AGF's past performance and identify key challenges and successes.
- Develop metrics and KPIs to track AGF's progress and impact.
- Provide recommendations for continuous performance improvement.

5. **Sourcing the Best Leads:**

- Develop strategies and tools that support the team in identifying and sourcing high-potential leads for investment.
- Create criteria and processes for evaluating and prioritizing investment leads.
- Support the team to utilize data-driven approaches to identify market trends and opportunities for AGF.

6. **Collaboration with Anza Entrepreneurs:**

- Work closely with Anza Entrepreneurs to align AGF's strategy with overall organizational goals.
- Ensure effective integration of capital elements into program funding.

Qualification

We are considering the following qualifications to be relevant to this position:

- Degree in Finance, Microfinance, Accounting, Investments, Business, Economics, or relevant education. Advanced degree and or professional qualification will be an added advantage.
- At least 3+ years of experience with fund management, Investments, credit/loans management, financial management, budgeting, and accounting.
- Fluency in written and spoken English.
- Critical thinking skills are a crucial asset and you know how to take the team along in the strategy journey
- Appreciate the use of technology as a key driver of organization efficiency

Benefits

- Career growth: Exposed to Tanzanian local business setups, learn about the economics and investments of developing countries
- Monthly Stipends to cover accommodation, meals, and local transport
- Access to tools and platforms to grow your experience
- Possibility of joining the team for a longer-term setup