

South Africa Climate Finance Facility

(An initiative of the Development Bank of Southern Africa developed in partnership with the Coalition for Green Capital)

RECRUITMENT ANNOUNCEMENT

April 24, 2018

Climate Finance Facility: Senior full-time contract to lead launch of the CFF (with anticipated extension as anchor staff).

Location: South Africa

Compensation: Commensurate with position requirements, experience and qualifications

Background

The Development Bank of Southern Africa (DBSA) and the Coalition for Green Capital (CGC) are partnering to support the establishment of the Climate Finance Facility (CFF), which hopes to be the first “Green Bank” in an emerging market. The DBSA’s new Climate Finance Facility (CFF) will address market constraints, playing a catalytic role with a blended finance approach, to increase climate related investment in the Southern African region. The CFF will be a first-of-its-kind application of the Green Bank model, adapted for emerging market conditions. The CFF will focus on infrastructure projects that mitigate or adapt to climate change and will focus on two main instruments: subordinated debt / first-loss and credit enhancements such as tenor extension and other kinds of credit support to projects that are commercially viable but not bankable in the private sector. The CFF will be formed within DBSA with its own ring-fenced balance sheet and dedicated operations. This project has globally significant proof-of-concept value to a range of middle and lower income nations seeking to address market barriers and quickly scale up blended finance approaches to support the high levels of private investment required by Paris commitments.

Summary of Position

The ideal candidate for this position will have a passion for accelerating investments that can make a difference in efforts to scale up clean energy, clean water and energy efficiency in the southern African region. The candidate should have a strong background in public and/or private investment or development, have experience building start-up organizations and/or driving growth of a new institution from its inception, and bring a vision for the potential of the Climate Finance Facility. Initially, the position will report to the Coalition for Green Capital in partnership with the DBSA and will be the primary advocate for the mission, goals, and programs of the Climate Finance Facility. S/he will bring key leadership skills to the development and launch of the institution, and will be accountable for implementing its strategic vision. This position will work in concert with project leaders from the DBSA and staff from the Coalition for Green capital and be a lead spokesperson for the Climate Finance Facility among key external constituencies including the Development Finance community, commercial banks, developers, philanthropic community, investment partners, governmental agencies, businesses, and the media.

Duties and Responsibilities

Organizational Leadership and Management • Lead successful operationalization and launch of the CFF; • Design and put in place CFF management team; • Support incorporation of CFF SPV; • Develop strategic plan, • Form CFF Investment Committee; • Draft bylaws and operational policies; • Oversee legal and accounting arrangements; • Create financial statements, budget template, and bank accounts:

and other tasks as required; ▪ Ensure the safe and secure management and investment of the CFFs assets; • Serve as the key liaison with the Boards and Investment Committees of the CFF and of the DBSA.

Annual Work Plan and Budget ▪ Provide overall management of the CFFs public-purpose programs; • Develop budget plan that considers the financial sustainability of the organization and a balanced portfolio of programs; ▪ Supervise and manage staff and/or CFF management team; ▪ Serve as primary liaison between the CFF and relevant Units with the DBSA and the DBSA the Board of Directors; • Manage interface with the CFF Board of Directors and Advisory Board.

Project Pipeline Development & Financing Programs ▪ Lead development of first round of CFF financial products; • Conduct stakeholder interviews, site visits, outreach to project developers and other market actors; • Design and launch an open-ended Request for Proposal (RFP) process to support development of a robust project pipeline for the CFF; • Interface with DBSA origination channels and the new CPI “Climate Lab” to be hosted at DBSA; ▪ Oversee ongoing market research to continually develop new opportunities, align programs to emerging markets, and maintain competitiveness with other financing options.

Communications & Marketing – • Develop, manage, and maintain organizational brand and external presence of the CFF and execute a communications and outreach effort that promotes the objectives of the CFF working with the DBSA marketing team; • Lead direct outreach to project developers, commercial banks, DFI’s and other relevant stakeholders; • Build the reputation and brand of the CFF with donors, foundations, corporations, the media and public officials and agencies; ▪ Establish strategic partnerships with lenders, contractors, developers, government agencies, utilities, business and industry associations, and community groups.

Capitalization & Development ▪ Serve as the principal fundraiser for the CFF, working in partnership with lead staff within the DBSA and with CGC; ▪ Prioritize raising funds that allow maximum flexibility and that align with CFF target markets and needed credit enhancements; ▪ Act as primary steward of donor relations for the CFF.

An ideal candidate will qualify under the following required and preferred qualifications, while also demonstrating characteristics of adaptability, dependability, strategic thinking, and strong interpersonal skills.

Requirements ▪ Bachelor’s Degree. An MBA or other advanced degree in a relevant field of study preferred; ▪ 10+ years of leadership experience in relevant combination of the following: nonprofit management, energy financing, consumer lending or commercial banking, investment and/or fund management, community development, business development, or another relevant field; ▪ Minimum of five years of staff supervisory experience.

Preferred Qualifications ▪ Experience developing, implementing and financing clean energy projects. Experience in the development of clean energy programs, deployment strategies, market transformation initiatives, and energy policy, particularly around financing and program development; ▪ Extensive knowledge of finance, budgeting, and general accounting principles; understanding of real estate finance, underwriting, and loan processing a plus; ▪ Experience in program management,

including stakeholder engagement, outreach, communications, evaluation, and reporting; ▪ Experience managing or serving on the board of a 501(c)(3) organization that includes fiscal sponsorship and grant-making, financial management, and organizational planning and development; ▪ Experience with major gift fundraising, donor cultivation and stewardship; ▪ Proven collaboration skills, developing strategic partnerships to leverage resources and reach; ▪ Track record of being highly organized, entrepreneurial, and self-motivated; ▪ Experience that includes responsibility for the financial management of an entity or a large program; ▪ Business, startup, or entrepreneurial experience a plus, demonstrating knowledge of business implications in decision-making, market and competition, and product development; ▪ Proven communication skills, both oral and written. Demonstrated ability and effectiveness in communicating ideas and information, both quantitative and qualitative; ▪ Knowledge of non-profit tax laws, reporting requirements, and regulations related to charitable gifts, trusts, estates and grants, and the operation of a public charity a plus.

To Apply

Interested candidates should submit a cover letter and resume to the Coalition for Green Capital, attention Andrea Colnes, International Director (andi@coalitionforgreencapital.org)

ABOUT CGC

The [Coalition for Green Capital](#) (CGC) is a non-profit organization focused on accelerating the growth of clean energy markets through the creation of Green Banks. CGC offers a unique and proven capacity as the leading creator, advocate, and expert on Green Banks since 2009 and works directly to support the formation of Green Banks with governmental and civil society partners, and provide on-going consulting and guidance to operating Green Banks.

ABOUT DBSA

The [Development Bank of Southern Africa](#) (DBSA) is a leading development finance institution working across the African continent. Established in 1983, our purpose is to promote economic and social development, growth and regional integration through infrastructure finance and development. The DBSA plays a catalytic role in delivering infrastructure in the energy, transport, water and telecommunications sectors, with a secondary focus on health and education. We operate across the infrastructure value chain from planning, preparation, and financing to implementation, delivery and maintenance.