



EMPLOYMENT OPPORTUNITY

The Association of Microfinance Institutions of Uganda (AMFIU) is an Umbrella body for Microfinance Institutions in Uganda and other stakeholders committed to promoting professionalism in the sector. It was founded in 1996 and is recognized internationally for its contribution to development, advocating for and promotion of professional Microfinance.

AMFIU desires to;

- i. Support its members in implementing a water credit product by partnering with Water.org to promote and build the capacity of selected members to develop, pilot and scale Water supply and sanitation (WSS) loan products.
- ii. Improve it's sustainability as a network by implementing a resource mobilization strategy that will build its internal resource base.

To achieve these, the Association desires to hire the services of a Business Development and Water Credit Manager to spearhead this initiative.

Position : Business Development & Water Credit Manager

Reports to : Executive Director

Location : Kampala

KEY DUTIES AND RESPONSIBILITIES

The Business Development and Water Credit Manager will be responsible for the following key activities;

1. Project Management

Together with the Program Officer in-charge of the water credit project, Implement the planned activities as per the WCAD program work plan including coordinating the market demand supply, facilitating Financial Institutions training on WSS loan product development, WSS loan portfolio Management, logistics planning including arranging meetings, field assignments, workshops and establishing partnerships with wholesale lenders to increase the capital base for water credit products.

2. Training and Capacity Building

- a. Adapt training manuals and all relevant training materials to the Uganda and AMFIU context provided by Water.org and create new materials as needed.
- b. Scheduling, attending and facilitating of meetings within AMFIU and Water.org and AMFIU's Financial Institution partners within the WCAD program.
- c. Work with the Program Officer in-charge of the WSS project to organize trainings for the participating Financial Institutions and accommodate more as determined feasible by the WCAD team.

3. Provision of Technical Assistance

- a. Hold monthly in-person meetings with 6 largest FIs for the first three months, then quarterly visits for the remainder of the program; and additional meetings as needed by the partner.
- b. Build the capacity of the FI's to be able to roll out a WSS loan portfolio. Conduct in person and phone check-in meetings with FI's to provide support and problem solving in the WSS product development, pilot and scaling process.
- c. Link the financial institutions to potential funders for the water credit product

4. Monitoring and Data Collection and Reporting

- a. Ensure annual donor growth
- b. Compile monthly, quarterly and annual reports while maintaining a donor reporting schedule and ensure compliance to deadlines.
- c. Preparation and timely submission of regular reports, including monthly loan portfolio reports, quarterly narrative and technical reports (work plan, budget, loan projections, etc.), to Water.org

- d. Participate in end of Year 1 evaluation and assessment of the AMFIU WCAD Program to determine Year two funding.

5. Spearhead AMFIU's Business Development Unit

- a) Develop a resource mobilization plan that is in line with the AMFIU resource mobilization strategy
- b) Spearhead the implementation of the resource mobilization plan
- c) Review AMFIU's existing commercial products and improve their quality so as to increase value, capability and visibility.
- d) Design and implement new products/initiatives to broaden internally generated income sources.
- e) Initiate and spearhead the preparation of proposals to prospective development partners/donors
- f) Follow up proposals submitted to prospective partners/donors
- g) Maintain and improve donor relationships
- h) Networking with partners and potential partners.

Key Performance Indicators

- a) Growth of the water credit product in the microfinance sector
- b) Growth in the resources available to MFIs to implement the water credit product
- c) Timely reporting to Water.org and other partners
- d) Capacity of participating financial institutions built in developing WSS products
- e) Operationalize AMFIU's business center to increase the internally generated income
- f) Lead the monitoring and evaluation function
- g) Projects coordination
- h) Adequate resources raised both internally and externally to support AMFIU's core activities

Qualifications and competence:

- A Masters degree in Business Administration, Economics, Development studies and any other related fields. With relevant certifications and trainings preferred.
- Strong resource mobilization and proposal writing skills is a requirement.
- A minimum of 7 years experience in the financial services sector, 3 of which should be at a managerial position
- Demonstrated proficiency in capacity building and training facilitation within the financial services sector.
- Ability to travel up to 30% of the time.
- High ethical standards
- Excellent interpersonal relationships and result oriented

How to apply:

For Interested candidates, please send an email with an up to date CV and application letter including names of three professional referees and a day time telephone contact together with certified copies of your academic papers to the address below NOT later than **20th November 2018**

The Human Resource Officer,

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