

## GreenCape Job Opportunity

### Cross Border consultant: Senior Analyst role

#### About GreenCape

GreenCape is a non-profit organisation that supports the development of the green economy – one that is low carbon, resource efficient and socially inclusive - in the Western Cape, South Africa. We assist green technology businesses and investors focusing on green technologies and services to remove barriers to investment and growth. For more details on GreenCape, see [www.greencape.co.za](http://www.greencape.co.za).

#### Background of the Cross Border facility

infoDev, a Global Partnership Program of **The World Bank**, with support from the United Kingdom's Department for International Development (DFID), **has launched the Market Connect programme** as a component of its global Climate Technology Program (CTP). The objective of CTP is to accelerate the growth of local green technology sectors that contribute to climate change mitigation and adaptation.

**Market Connect** is a global centrally-managed pilot program under CTP which **creates bridges between revenue-generating green ventures in developing countries and the global assets that they require to succeed**. These ventures access Market Connect services via local intermediary institutions who are part of the Market Connect program. South Africa is the host of the Market Connect program's first pilot, which aims to answer the following question: *"How can we support South African Green Small Growing Businesses (SGBs) in identifying and testing international business models and/or making the links to globally experienced companies to unlock value and create new opportunities?"*

The **local partners** for this activity in South Africa include GreenCape (Programme Manager for South African operations), the South African Department of Trade and Industry (thedti) and the Design School of the University of Cape Town's Graduate School of Business (d.school).

**Matchmaking activities have been designed and piloted over the last 30 months**, and have thus far proven highly successful. The next steps of the Cross-Border facility will be to integrate facility services into a national department focussed on trade and investment promotion with cleantech as a key focus area, as well as scale up internationally to Kenya and Ghana.

Concrete discussions have already taken place with the Green Economy Investment Team at **InvestSA, a division of the South African Department of Trade and Industry**. Interactions between the two parties have resulted in the recognition of each other's' core competencies and the commitment **to work with GreenCape in providing a unique and compelling service** to visiting trade delegations and the inbound firms looking to invest in South Africa's burgeoning green economy.

#### GreenCape Sector Development Agency

18 Roeland St, Cape Town, 8001, South Africa  
+27 21 811 0250 / [info@green-cape.co.za](mailto:info@green-cape.co.za) / [www.green-cape.co.za](http://www.green-cape.co.za)  
Company Registration No. 2012/039750/08  
[Refer to the GreenCape website for director details](#)

Globally, there is increasing competition for attracting FDI and providing export market access for goods and services, increasingly in mid-income developing countries. It is therefore vital to have a tailored and targeted approach to investment attraction and market access. This facility provides such focus, building on the strengths of both parties and contributing to South Africa's unique cleantech value proposition. **Going forward, co-creation will continue to hone a partnership that aligns with both the objectives of InvestSA and the Cross Border facility. This co-creation is also underway with a team in Kenya, and will soon start with a team in Ghana.**

## Job Description

The World Bank is seeking to employ a motivated individual to join the cross-border team in GreenCape and support national and international scale-up. They are currently seeking to employ a **Consultant (Senior Analyst) for the Cross Border matchmaking desk** that will **conduct the end-to-end implementation and facilitation of B2B matchmaking and support**. This will include, but not be limited to the following activities:

- **Respond and action** requests by foreign firms and intermediaries, and play a networking role between different partner organizations, both nationally (DTI, etc.) and internationally.
- **Facilitate** list and deal curation
- **Host** foreign delegations and help organize events and matchmaking
- **Establish** systems and databases, to aid management, monitoring and operations going forward.
- **Contribute** to knowledge capture and dissemination with the World Bank, Kenya and Ghana teams in order to support and accelerate the traction of new activities, partnerships and linkages based on and to complement the South African experience.

The successful candidate will report directly to GreenCape and the World Bank.

## Required Skills and Experience

Minimum requirements:

- The candidate should have strong interpersonal and client engagement skills. **This is an inherently people-centric role including interaction with a large number of stakeholders - personable individuals are strongly encouraged to apply.**
- Self-motivated and proactive
- Excellent communication skills, both written and verbal
- Excellent work ethic, organisational skills and time management
- Qualified with a minimum four-year equivalent degree. While stellar academic results are preferred, this can be compensated by relevant work experience and cultural fit.
- South African resident or in possession of valid work permit
- Valid Code B (or equivalent) driver's licence is desirable

In addition:

- B2B matchmaking, investment promotion (such as thedti and Wesgro), top-tier management consulting or any equivalent knowledge or experience in using networks for collaboration in both operations and knowledge management is considered **a significant bonus**.
- Familiarity with cleantech, the South African SME space, and exposure to Kenya and Ghana **should be highlighted in your application.**

## Contract length and remuneration

Preliminary tasks will require around 30 work days, as a trial period. These days may be increased, commensurate on performance, up to 150 days per fiscal year (July 1 to June 30th) and on discussion with the World Bank's Task Team Leader (TTL).

Fees will be determined per the World Bank's local salary scale and is commensurate with experience. The consultant will inform, report to and work closely with the World Bank TTL, GreenCape and InvestSA management teams.

## Application details

Applications and queries can be submitted via email to [jobs@greencape.co.za](mailto:jobs@greencape.co.za). The deadline for applications will be 9<sup>th</sup> February 2018.

Interviews will be held on a rolling basis throughout February, with the successful candidate starting as soon as possible thereafter (likely to be before on the 1<sup>st</sup> April 2018).

Applications should include:

- A detailed CV
- Copies of academic transcripts
- A letter of motivation indicating what motivated you to apply for the role:
  - What the candidate feels they bring to the role that would make them a preferred candidate;
  - An indication of salary expectations;
  - An indication of when the candidate would be available to commence work, and days per week available, assuming part-time availability.
- Proof of eligibility to work in South Africa (copy of SA ID or work permit)

Only candidates who are shortlisted for interviews will be contacted. Candidates who have not heard from GreenCape by the end of February 2018 should respectfully consider their application unsuccessful.