



Business Development (80% - 100%)

MPOWER Ventures, a Zurich and Madrid based fintech and impact start-up (www.mpower.africa), is looking for an independent and entrepreneurial junior-to mid level business development professional that will support our Management Team in Zurich as well as our teams in Sub Sahara Africa. This is an opportunity in a fascinating and rapidly growing field and in a start-up environment.

MPOWER is building a platform supplying and financing small scale decentralized solar infrastructure in emerging markets via a B2B2C partnership model. Our solar products are accompanied by a software as well as financing solution that allows customers to pay in monthly installments. This position is an exciting opportunity with high impact in a fascinating and rapidly growing field. Join our team, work with international experts and gain valuable experience in the growing solar and financial sector in Africa. As part of MPOWER, you will be immersed in an early-stage impact startup. This means you can have a big impact in an evolving start-up.

Your areas of work will include:

- MPOWER's Lending Project: In 2020, MPOWER has initiated an innovative lending project working with communities in rural areas of Zambia where access to data is limited and consumers have limited or no access to financial tools. In the course of this project, MPOWER, together with its international and national partners, develops a credit risk assessment scheme that allows financially excluded households and SMEs to purchase solar energy products on a lease-to-own basis. The candidate will play a key role in coordinating and managing the project implementation engaging with internal team members and external stakeholders.
- Business Development: Initiate and lead new business development activities in close coordination with the management including MPOWER's initiative reaching to international corporations with the aim to develop joint sustainability projects for their supply chain in Africa.
- Project Development and Grant Proposal: Identify and lead grant proposals (e.g. application and respective implementation support when an application has been successful).
- Company Scale-up: Support the management team and take own initiatives in the growth of the start-up into a multinational company.

Required skills would include:

- A demonstrated capacity to take initiative, overcome challenges and work collaboratively through relevant work or project experience.
- A Master's degree in Business Administration, Sustainability Studies, Development Economics, Finance or engineering is desired.
- First work experience desired (1-3 years)

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- Experience (work and/or field experience) in emerging markets (Africa experience is a plus).
- Outstanding written and verbal communication skills in English. Proficient knowledge in French is a plus.
- Team player and eager to learn new tools and roll-up sleeves to get the job done.
- Keen interest in solar energy and finance in Africa as well as corporate social responsibility projects.
- Willingness to travel to Africa (20 – 40%).

What we offer:

- You will be able to take ownership for your ideas contributing your own ideas and opinions.
- Start-up experience where innovative thinking is required and self-initiative appreciated.
- Insights into the financial sector in Zambia and our other core markets.
- On-side work experience in Africa possible.

The position is available immediately. The company is still early stage and can tailor the position to your interests.

Please send any questions and your application (consisting of CV plus short cover letter) to career@mpower.africa.