

Executive Search:

Fund Manager – Microleasing Platform

On behalf of a leading investment platform

ABOUT THE FUND

This opportunity sits within a specialist investment platform building a scaled, evergreen debt vehicle focused on productive asset finance for underserved rural economies. The platform is designed to channel blended capital into climate-smart, income-generating assets through SACCOs, MFIs and aligned rural finance partners, pairing disciplined credit deployment with measurable resilience and livelihood outcomes.

CAPITAL MANDATE Evergreen blended-finance debt vehicle scaling toward institutional depth and diversified capital participation.	MARKET FOCUS Climate-smart, income-generating assets reaching smallholder farmers through rural financial intermediaries.
REGIONAL SCOPE East Africa, with current strategic focus across Kenya, Rwanda, Tanzania and Uganda.	LEADERSHIP IMPERATIVE Shape strategy, governance, fundraising, portfolio quality and platform credibility in one integrated mandate.

THE MANDATE

The appointed leader will be expected to shape the platform as an investable, governable and scalable institution — one that can attract aligned capital, deploy intelligently into rural financial systems, preserve portfolio quality, and demonstrate credible climate and livelihood outcomes.

- Lead capital mobilisation and senior investor engagement across catalytic, philanthropic and commercial pools, translating the platform’s strategy into a compelling institutional proposition.
- Set and execute the investment strategy, including origination priorities, underwriting discipline, deployment pacing, and portfolio construction across geographies, partners and asset categories.
- Safeguard portfolio performance through robust credit frameworks, concentration discipline, risk monitoring, and active partner oversight.
- Position the platform credibly with investors, governance bodies, service providers and strategic stakeholders through disciplined reporting, strong narrative control and transparent decision-making.
- Build, lead and develop a high-performing team across investment, risk and operations while embedding a culture of accountability, judgement and responsible finance.

KEY RESPONSIBILITIES

Capital Mobilisation & Investor Relations

- Support fundraising across concessional, junior, mezzanine and senior capital layers, ensuring materials, pipeline articulation and investor dialogue are of institutional quality.
- Prepare and curate fundraising decks, investor memoranda, diligence packs, data rooms and periodic performance reporting for existing and prospective capital providers.
- Maintain trusted relationships with DFIs, philanthropic funders, climate-oriented capital providers and commercial lenders, keeping communication timely, accurate and confidence-building.
- Lead investor review processes, including bi-annual engagement sessions focused on portfolio performance, impact delivery, strategic direction and emerging risks.

Investment Leadership

- Define and drive the fund's investment strategy and annual deployment plan in line with mandate, risk appetite and capital availability.
- Originate, structure and negotiate debt transactions with SACCOs, MFIs, leasing partners and related rural finance institutions.
- Oversee rigorous credit due diligence, including review of partner underwriting, delinquency management, provisioning adequacy, data quality, liquidity position and institutional controls.
- Guide portfolio analytics and decision frameworks spanning ECL models, PD/LGD assumptions, partner scoring, concentration limits, FX exposure and early-warning indicators.
- Ensure investment committee submissions are analytically robust, decision-ready and fully aligned to approved policy frameworks.

Portfolio Oversight & Value Creation

- Monitor portfolio quality against core indicators such as PAR, NPLs, write-offs, utilisation, sector and counterparty concentration, and approved risk thresholds.
- Ensure every transaction demonstrates a credible climate adaptation logic and that impact systems capture resilience, productivity and livelihood outcomes with sufficient rigour.
- Drive gender-smart investing practices, including product design, partner expectations and progress measurement at end-beneficiary level.
- Coordinate with technical assistance partners to strengthen the operating capability of intermediaries, including credit processes, digital tools, monitoring systems and climate-smart asset uptake.

Platform & Team Development

- Oversee operational discipline across budgeting, controls, audits, administrator and custodian relationships, and multi-jurisdiction compliance requirements.
- Maintain strong E&S governance, AML/CFT discipline, responsible finance practices and corrective action follow-through in line with institutional expectations.
- Build and lead a high-performing team across investment, risk and operations, setting clear objectives and raising performance standards over time.
- Embed a service-led culture that combines analytical rigour with practical understanding of rural partners, farmers and the realities of smallholder finance.

CANDIDATE PROFILE

The search is targeted at a senior investment professional with the judgement to operate across strategy, capital, risk and institution-building. The strongest candidates will combine fundraising credibility with disciplined portfolio leadership and an operating style suited to frontier-market complexity.

Experience	Capabilities	Leadership
<ul style="list-style-type: none">• Roughly 10+ years in fund management, structured debt, impact investing, private credit, inclusive finance or closely related investing roles.• Clear fundraising and investor-facing exposure, particularly with DFIs, catalytic funders, donor-backed structures, family offices or institutional lenders.• Demonstrated capital deployment and portfolio management experience in East Africa, ideally with exposure to SACCOs, MFIs, agricultural finance or rural financial systems.• Track record in strategy execution — turning mandate into pipeline, disbursement discipline, portfolio oversight and reporting credibility.• Useful additional depth in asset-based lending, microleasing, equipment finance, climate adaptation finance or blended-capital vehicles.	<ul style="list-style-type: none">• Ability to originate, structure and close transactions while maintaining commercial discipline and developmental relevance.• Strong investment judgement across underwriting, partner assessment, concentration management, provisioning logic and portfolio construction.• Confidence operating with institutional governance standards, including E&S frameworks, risk controls, audit readiness and regulator-facing discipline.• Board-ready communication skills, with the ability to translate complex portfolio and impact issues into clear, decision-useful narratives.• Credibility with senior stakeholders across investors, boards, service providers, partner institutions and cross-functional internal teams.	<ul style="list-style-type: none">• Proven ability to build teams, coach talent and create shared accountability across investment, risk and operations functions.• Sound decision-making under uncertainty, including the capacity to balance growth ambition with portfolio prudence.• Ownership mindset: comfortable taking responsibility for outcomes, making calls with incomplete information, and holding a long-term institutional view.• High integrity, transparency and commitment to responsible finance.• Practical, solutions-oriented leadership style with respect for the realities facing rural partners and end-beneficiaries.

This brief is intended to surface leaders who can combine institutional capital credibility with hands-on execution in rural finance — and who are motivated by building a durable platform rather than managing a narrow investment process.