



<b>Assignment title:</b>	<b>Trade Pillar Officer</b>
<b>Duty station, country:</b>	<b>Nairobi, Kenya</b>
<b>Duration (in months):</b>	<b>12 months</b>
<b>Expected starting date:</b>	<b>2021</b>
<b>Host agency/institute:</b>	<b>FINTRINET</b>

## Organizational Context/Project

FINTRINET Network is registered in Kenya under the Companies Act, 2015. The Finance, Trade and Investment Network (FINTRINET) is promoted by the KEPSA Foundation, Kenya National Chamber of Commerce and Industry (KNCCI) and the SDG Partnership Platform, Kenya (UN).

FINTRINET's economic agenda is based on a partnership model with the National Government, County Government, Development Partners, Private Sector and Kenyans in the Diaspora on post-COVID-19 economic recovery and long-term growth and transformation up to 2030.

It is an Economic Transformation Marshall Plan for Kenya up to 2030, targeting 10 major economic sectors that contribute 70% of GDP. The Marshall plan's expected outcomes are to accelerate livelihoods development and wealth creation through increased inclusive economic growth in alignment and support with National priorities. This project will be in cycles of 10 years. Our ten-year project (2021-2030) is in two phases.

Phase 1 – Three years (2021–2023): post-Covid-19 economic recovery. Phase 1 will focus on three sectors—Agriculture, Manufacturing, and Health.

Phase 2 – Seven Years (2024–2030): Accelerated Growth and Transformation

The project aims to target 10 sectors to build momentum for Rapid economic recovery, create jobs and turn Kenya into a major export economy and also deliver the vision 2030 dream as earlier stated. Phase 1 will focus on three sectors: Agriculture, Manufacturing, and Health.

The ten sectors in the project are

- Agriculture
- Manufacturing
- Health
- Wholesale and Retail Sector
- Construction
- Real Estate
- ICT Sector
- Tourism and Nature
- Financial Services
- Transport and Logistics

**For more information on FINTRINET, kindly visit [www.fintrinet.or.ke](http://www.fintrinet.or.ke)**

## Role specification

FINTRINET is seeking to recruit a highly motivated individual to the position of Trade Pillar Officer. The individual must have strong technical competence in the trade sector, business modelling and understanding of market systems to operationalize the FINTRINET's Trade pillar and Export Supply Hub (ESH) development.

Under joint supervision of Kenya Market Trust (KMT) and the CEO, FINTRINET, the trade pillar officer will have the following responsibilities:

### Key responsibilities

- Support the operationalization of the National Integrated Export Strategy export delivery structures
- Development of ESH and action Plan
- Identify and prioritize destination markets of the products
- Establish partnerships between FINTRINET and strategic partners (State Department for Trade, County Governments, ASNET, KAM, KHF)
- Follow up with partners association members/firms to sign to ESH.
- Prepare production for export investment profiles and linkage of profiled partners with investment opportunities to banks, investment funds, other financial institutions and development partners in trade development under the Finance and Investment Pillars.
- Support FINTRINET in assisting ESH along the following functional areas:
- Establishment of Public-Private Dialogue Platform and Export delivery trade portal that enhances feasibility of exporters in various ESH
- Trade Pillar recourse mobilization.

## Qualifications/Requirements

- Must be a Kenyan resident
- University degree in Economics, business, or development-related field. Postgraduate degree will be an added advantage
- 5 years of experience working in trade development plus advisory services
- Extensive experience working with and brokering partnerships with public and private sector partners in Kenya.
- Good understanding of the trade policy and export development advisory services.
- Proven experience conducting research and analysis.
- Experience working with multiple stakeholders.

## Expected Deliverables

- Convene and facilitate private sector and government actors to broker partnerships to increase production in target sector (Agriculture, Manufacturing and Health)
- Represent FINTRINET in various forums and provide support on initiatives to improve production for domestic and export market.

- Matching trade opportunities with investments and finance, placing a strong emphasis on exploiting opportunities domestic market, Africa and high export growth markets (USA, EU, UK, Middle East, China, India, Japan among others) increased exports into AFCTA target Countries and other target markets.
- Investments mobilized using already prepared production for export investment profiles.
- Performing detailed due diligence of market, competition, business care and risks associated with an investment.
- Mapping the private sector players, including SMEs and other value chain players, to enable production.
- Partnerships established and deals on commitment to produce specific volume for the identified target markets.
- Enhanced production and export of 9 top export products (3 each in agriculture, manufacturing and health)
- Increased technological advancement in industry.

## Key skills and competencies

- Project management
- Financial management
- Results oriented
- Team player
- Communication skills
- Networking skills
- Negotiating skills
- Action-oriented and innovative
- Ability to show initiative with minimal supervision

## Conditions of service

12 -month contract with subsequent contract extensions subject to availability of funding, operational necessity and satisfactory performance. However, there is no expectation of renewal of the assignment.

**Interested candidates should submit their CVs and copies of their certificates and testimonials to: [info@fintrinet.or.ke](mailto:info@fintrinet.or.ke) not later than 8 November 2021 by 5.00 pm. Only shortlisted candidates will be contacted.**

## Contact

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