



CAREER OPPORTUNITY

HEAD OF SOCIAL ENTERPRISES

Job title: Head of Social Enterprises

Reports to: Chief Executive Officer

Overview:

PS Kenya (<https://www.pskkenya.org>) is a health NGO measurably improving the health of Kenyans for over 30 years. We address the most serious health challenges affecting resource – poor and vulnerable communities in Kenya, including HIV/AIDS, reproductive health, non-communicable diseases and the greatest threats to children under five including malaria, diarrhea, pneumonia and malnutrition. One of the core mandates is to create solutions be it service or a product that can solve a certain health problem and ensure that they are accessible to all.

As part of the organization's sustainability strategy, PS Kenya has been exploring ways to increase its social impact footprint through sustainable business models and is now at critical stage of moving these ideas to fruition through a social enterprise model. This is a dynamic portfolio that works at the intersection of social impact and financial sustainability to ensure the long-term availability of quality health products and services in the Kenyan market we work in.

We are looking for a business entrepreneur, a risk taker and a forward looking ready to jump into this new galaxy with us. We are looking for someone who is not afraid to step outside of their comfort zone, challenge the status quo and who is willing to be an agent of change for the development sector. This person will need to demonstrate an understanding of the health markets in Kenya, have an ability to cultivate appropriate strategic partnerships, identify critical talent and actively fundraise/finance for enterprise approaches, including innovative finance investment opportunities. Given the exciting challenge this person will be addressing, we are looking for a self-starter, someone who is curious and solution oriented and not afraid to course correct and adapt to change.

The Head of Social Enterprises will play a key role in leading the strategy and design for product and service business models in Kenya. This will include the development of business plans, the identification of strategic partnership opportunities that address market needs with social business approaches, and the development of financing strategies for these and other enterprise activities within PSK. The successful candidate will be expected to ensure the financial stability of the enterprise while utilizing commercial practices that result in social impact. Do you have the guts to start the next big thing?

Responsibilities

- Synthesize current social enterprise model ideas and improve the scope and strategy of the social enterprise model
- Implement the social enterprise's strategic plan to ensure that the overall goal and objectives of the social enterprise are delivered.
- Bring critical thinking, analytical prowess and the ability to develop and execute strategies related to the success of product and service social enterprises, including but not limited to fundraising, strategic partnership, risk management, monitoring and evaluation, budgeting and coordination.
- Set up the social enterprise unit including the social enterprise's operational structure, functions, documentation and knowledge management
- You will be accountable for the overall budget oversight and financial operational performance of the social enterprise, encompassing financial results, performance standards, operational efficiency, standards and performance culture.
- Ensure all social enterprise activities are compliant with local legislation, regulations and align with best operational and governance practices.
- Ensure all revenue generating activities have a clear social focus on the people that are served, responding to their needs while generating income for the social enterprise.
- Undertake operational research and landscaping/ feasibility studies to improve the enterprise model
- Lead on business development including developing a long-term financing plan, ensuring adequate and appropriate financing as well as investment vehicles as appropriate;
- Lead on developing and successfully maintaining relationships relevant for the social enterprise, including distributors, manufacturers, insurers, or others as applicable;
- Ensure there is a team in place with clear deliverables and accountabilities and nurture a culture of implementing global best practices, innovation, learning and documentation of the social enterprise initiative.
- Work closely with PS Kenya leadership team

KEY PERFORMANCE INDICATORS

- Successful set up of an operational social enterprise that creates social value driven by market competitiveness and independent financial sustainability.
- Sound financial and operational performance of the social enterprise
- New business development and fundraising for the social enterprise through multiple funding and investment vehicles

PERSON SPECIFICATIONS:

Academic Qualifications

- Master's degree in Business Administration or related field

Experience

- Minimum of 7 years of business experience in developing markets
- Start up for profit, hybrid or other social enterprise experience required.

- Experience in lobbying and working with impact investors will be an advantage
- Experience in managing multi sectoral budgets an added advantage
- Experience in building strategic funding and business partnerships

Skills and Competencies

- Strong leadership skills;
- Strong sales skills
- Strategic and analytical thinking;
- Superior Communication skills - both written and oral;
- Strong consensus-building and partnership skills;
- Ability to drive change and innovation; and
- Strong financial management skills

How to apply

If you feel you are the right candidate, please send your CV and application letter to recruitment@pskenya.org (state the position on the email subject) on or before **21st January 2022**.