



Founded in 1976, Habitat for Humanity International (HFHI) is a Christian housing organization serving families in more than 70 countries around the world who are living in sub-standard housing. Since its founding, it has built or repaired over 1 million homes, providing more than 5 million people with safe, decent, affordable shelter!

JOB TITLE: Market Development Specialist

JOB LOCATION: Position will be hired locally in Pretoria, South Africa or Nairobi, Kenya.

TRAVEL REQUIRED: 25%

Habitat for Humanity International, through the support of its generous donors, is expanding the Center for Innovation in Shelter and Finance initiative and currently recruiting for a Market Development Specialist to be based at our regional office in Pretoria, South Africa.

The Market Development Specialist will be part of the Housing Finance and Market Development team at our regional office for Europe Middle East and Africa (EMEA), with main focus on exploring, testing, validating and disseminating demand-driven housing solutions for low income people. The Market Development Specialist works closely with the Market Development Manager in stimulating market actors to design and deliver appropriate products, services and financing geared towards scaling the provision of affordable and decent housing for low income people.

KEY RESPONSIBILITIES INCLUDE:

- Explore market responsive approaches with existing local market actors, microcredit organizations and institutions to develop and expand market-based solutions.
- Innovate housing services, products and financing that lead to improved shelter conditions for low-income people.
- Test, validate and disseminate market-based housing solutions among market actors on how to serve low income people with appropriate and demand-driven products, services, and/or financing.
- Support the Housing Finance and Market Development team in identifying and mobilizing capital suitable to promote scale of market actors serving the poor with their products, services, and/or financing.
- Actively participate in market development and housing microfinance related Habitat Communities of Practice, Global Task Teams, and other related task teams.
- Support the production of learning outputs such as toolkits, training materials, case studies, articles and research papers to advance the work performed by the Center for Innovation in Shelter and Finance initiative.
- Share learning and best practices around market-based solutions, development of housing microfinance products and other non-financial services.

REQUIREMENTS:

- University degree in economics, business administration, international development or a related field.
- 5+ years of professional experience, 3 of which include applying market systems development approaches for developing businesses, partnerships and relationships.
- Experience in designing market solutions involving the private and/or public sectors.
- Outstanding interpersonal skills, such as a proven ability to network with market actors from diverse backgrounds and cultures.
- Good command of written and oral English skills.
- Fluency in one or more of the languages spoken in the region of operations.
- Capacity to facilitate participatory workshops and events (seminars, trainings) that engage market actors, in a meaningful way.

- Willing and able to travel up to 25%.
- Position will be hired locally in Pretoria, South Africa or Nairobi, Kenya.

PREFERRED:

- MBA degree.
- Knowledge of the housing sector in EMEA.
- Specialized in a relevant sector (renewable energy, water and sanitation, urban development).
- Knowledge and experience in negotiating public-private sector partnerships.
- Excellent computer and Information and Communication Technology skills.

HOW TO APPLY:

Submit your CV along with a letter of motivation online through our career site at:

<http://www.habitat.org/job/market-development-specialist>

The position offers a competitive compensation and benefits package in the non-governmental organization market. *HFHI is an equal opportunity employer and seeks to employ and assign the best qualified personnel for all our positions in a manner that does not unlawfully discriminate against any person because of race, color, religion, gender, marital status, age, national origin, physical or mental disability, sexual orientation, veteran/reserve national guard status, or any other status or characteristic protected by law.*