



## **USAID-Papua New Guinea Electrification Activity (USAID-PEP)**

### **Business Advisor – Last Mile Distribution Business Models (open to Papua New Guinean or international candidates prepared to travel to/from PNG)**

Energy and Security Group (ESG) actively works across the world to expand access to energy and deploy on-grid and off-grid clean energy technologies in urban and rural environments. The USAID-Papua New Guinea Electrification Partnership Activity (USAID-PEP) is a five-year project with the Papua New Guinea (PNG) government to significantly contribute to achieving the goal of connecting 70 percent of PNG's population to electricity by 2030. ESG is part of a diverse consortium led by RTI International that comprises utility, off-grid, regulatory, private investment, and community engagement experts responsible for delivering this activity.

USAID-PEP is delivered through four main objectives:

- Objective 1:** Demonstrate measurable increases in PNG Power Limited's financial viability and operational efficiency.
- Objective 2:** Develop viable off-grid electrification models.
- Objective 3:** Demonstrate measurable improvement in PNG's energy regulator.
- Objective 4:** Catalyze private investment for energy projects.

ESG is seeking a **Business Advisor – Last Mile Distribution** to work with the USAID-PEP Objective 2 team tasked with developing viable off-grid electrification models. This is a short-term role supporting a small female-led company that distributes stand-alone solar products. The consultant will be required to undertake a review of the company's activities, establish a pilot to re-start a last-mile reseller network and support planning for scale-up of activities. The contract is for an initial period of 3 months, with exact time commitment to be determined alongside the company. An extension is possible based on project needs. This is not a full-time contract.

The successful candidate will have considerable business consulting experience with a focus on rural sales and distribution in developing countries. They should preferably display a strong understanding of PNG MSME operating environments and challenges, with a particular focus on sales and distribution. However, applications from international candidates with significant relevant experience are welcome. International candidates should be in a similar timezone to PNG (+/- 2 hours). The candidate will have previous professional experience with small-scale solar products or consumer goods. The position will work closely with the USAID-PEP Activity's Off-grid Objective Lead, Business Analyst, and Agricultural Business Specialist to perform the duties mentioned below.

Responsibilities:

- Develop an inception report outlining the project approach, timelines and expected deliverables (including those mentioned in this advertisement, but also other outputs that may arise from engagement with USAID-PEP and the partner organization)
  - Output: Inception report
- Work closely with the USAID-PEP Objective 2 team and its partner organization to undertake a systematic review of the partner organization's business operations covering the period 2017 - 22.

- Output: A document outlining the organization's history and current-state of the business operations and activity. This should include a substantive review of its reseller activities to-date, and lessons learnt leading into a refresh and re-establishment of its reseller network.
- Work directly with the partner organization to develop a refreshed business model to re-establish and pilot a reseller strategy for the distribution of stand-alone solar products, drawing on best practices in rural distribution and off-grid solar industry trends.
  - Output: Comprehensive business plan for the re-start of the company's reseller network, initially with a single province pilot, leading into a scale-up of activities. The business model should include finance needs, product mix, and present a pathway to commercial sustainability at a reseller and organizational level.
- Develop a monitoring and scale-up plan, including next steps for the partner organization.
  - Output: A project summary document outlining milestones the project has met, recommendations for a pilot and scale-up, and suggested next steps.

#### Desired Qualifications and Experience:

- Bachelor's or Master's degree in Business
- At least 10 years of relevant experience, with a focus on rural distribution, marketing and/or sales
- Demonstrable experience of business-focused requirements collection and needs analysis
- Demonstrable understanding of MSME operations covering business development, last-mile sales and distribution, reseller networks and finance
- Demonstrable business consulting experience
- Skilled at building and maintaining relationships with stakeholders
- Familiarity with PNG business operations and culture (desirable).
- Some understanding of off-grid solar products or consumer goods (desirable)

#### Expectations:

- Create clear and accurate reports in a timely manner
- A clear communicator (written and oral, the primary language will be English)
- A team player with an entrepreneurial mindset
- Attention to detail and accuracy
- Self-disciplined with the ability to work independently
- Ability to work in a fast-paced environment and meet deadlines under pressure
- Proven prioritisation, time management and project management skills
- Excellent knowledge of Microsoft Word, Outlook, Excel and PowerPoint and collaboration tools such as Teams, Zoom, and OneDrive
- Note: Travel to PNG/Port Moresby and possibly provinces in PNG required for non-local candidates

**To apply, please submit your CV/resume to [careers@energyandsecurity.com](mailto:careers@energyandsecurity.com) by Thursday 28 July 2022 (11:59pm PGT). CVs/resumes are to be submitted in English language. Please put ONLY the Job Title in the subject line. Only short-listed candidates will be contacted.**



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