



Energy innovations.
Powerful collaborations.

JOB DESCRIPTION

Job Title: Associate, Business Advisory, All On Hub

Location: Lagos, Nigeria

Hiring Manager: Manager, All On Hub

Application Deadline: October 31, 2023

About All On:

Nigeria has a 175,000MW power gap and an estimated 28 million households and 11 million SMEs that are either off grid or receive less than four hours of power per day (bad grid). This amounts to 140 million people living without access to reliable and affordable power.

Addressing the access-to-energy challenge in Nigeria requires a combination of both the traditional large-scale power generation approaches and distributed power innovations that are smaller scale, lower cost, and quicker to market.

All On Partnerships for Energy Access ('All On') was established by Shell as an impact investing company to work with partners to increase access to commercial energy products and services for the under-served and un-served off-grid markets in Nigeria, with a focus on the Niger Delta region.

All On builds values-driven local and international partnerships to help scale business models. It seeks both financial returns and social impact - to provide and/or improve access-to-energy for millions of households and SMEs. All On invests debt and equity capital to early and growth-stage businesses in Nigeria's nascent off-grid sector. Due to the scale of the energy access gap in Nigeria, All On also partners with other financing institutions to develop enabling finance facilities that all businesses in the Nigerian off-grid energy sector can access.

All On also delivers capacity building support to its portfolio of early-stage ventures via the All On Hub. This platform supports almost 100 ventures through programmes, delivery of technical support and business development support in order to catalyze their growth and amplify their impact in the Nigerian off-grid energy sector.

To learn more about All On, please visit website: <https://www.all-on.com/>



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What you will do – about the role:

Position Summary

The All On Hub Business Advisory Associate role is a mid-level position with responsibility for providing business, functional, financial, communications, and strategic support to All On Hub ventures. In this interesting and challenging role, you will make an impact by helping these energy-access venture effectively address their capacity gaps and challenges and prepare them for growth opportunities. Strong analytical, coordination, and communication skills are required.

Position Responsibilities

1. Business Advisory:
 - Provide business, functional and strategy support to the selected All On Hub businesses.
 - Anticipate and identify risks and gaps for Hub-supported businesses and develop mitigations.
 - Identify where additional support is required from contracted professional service providers and coordinate delivery of required services to the Hub supported businesses.
 - Day-to-day coordination of professional service providers delivering support in specific functional areas.
2. Program Development:
 - Support the development of the All On Hub's innovation ecosystem initiative, and other strategic initiatives of the Hub.
 - Support the All On Hub Manager and team in ensuring the Hub's workplan milestones are achieved and targets met.
3. Reporting:
 - Support the delivery of periodic and ad hoc reporting requirements to the Hub's various stakeholders including funding partners, strategic partners, All On board and committees.
 - Manage the collation and analysis of data and metrics for the purpose of reporting and decision-making.
4. External Focus:
 - Build and maintain relationships with the Hub's funding, strategic and technical partners and other sector stakeholders.
 - Coordinate various programs to select businesses to be supported by the Hub.
 - Maintain a dual commercial-and-impact mindset in respect of business opportunities and challenges and prioritize activities that deliver value for the All On Hub supported businesses.

What we need from you – your skills and experience:

- Holds a bachelor's or master's degree in any business, finance or engineering-related program from a reputable tertiary institution.
- Minimum 4 years of consulting experience in a professional services firm, or advisory in a venture building environment.
- Knowledge of the renewable energy access sector including experience working with an energy company would be an advantage.



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- Track record of delivering consistent high-quality work output.
- Has a bias for action, creative thinking, and superior problem-solving skills.
- Proficiency in the use of MS Office applications - Word, PowerPoint, Excel; able to develop and present well laid-out, easy-to-understand analysis and reporting, appropriately adapted for the relevant purpose or audience.
- Articulately communicates information and adapts effectively to the audience. Communicates with clarity and confidence.
- Ability to understand what our supported businesses need (immediate and long term) and focus on delivering innovative solutions.
- Strong stakeholder engagement and relationship-building skills, used to achieve results by influencing and motivating others; able to get work done through others where the need arises.
- High energy style, flexible and adaptive, with the ability to work well in a fast-paced environment.

What we offer you – benefits of working with us:

- At All On we're committed to investing in the development of your career and we give people with your skills a platform from which you can deliver, create substantial impact, and grow professionally with a fast-growing organization.
- All On is a company with shared values. Honesty, integrity and respect aren't simply a strap line, but are a part of everything we do. What's more, we're a company that places the highest possible value on the diversity of our people and on our inclusive approach.
- Join us and you'll belong to a company where you can feel pride in your achievements in being a part of the solution for addressing Nigeria's foundational development problem.
- We offer a market-competitive remuneration package.

How to apply:

- Send your resume and cover letter to: HR@All-On.com
- Subject of e-mail: **All On - Application for Position: All On Hub Associate, Business Advisory**
- **Important:** Careful consideration is given to all applications, against the criteria of this role. If you do not receive a response within three (3) weeks after the Application Deadline, kindly consider your application unsuccessful.