



Looking for Director of Finance & Strategy

Stable Foods is a venture-backed Kenyan-based agtech startup fundamentally transforming the productivity of smallholder farmers in Africa.

One of Africa's most critical challenges is food security in the face of climate change. Today, the continent counts 800 million food insecure people, and this number is growing. Africa is also the continent most affected by climate change. But Africa's agricultural sector holds enormous potential. By solving the productivity gap in a climate-smart way, Africa can feed the world.

Irrigation is critical to climate-resilient food systems, but current solutions are only affordable to 4% of smallholder farmers. Stable Foods has innovated on an ultra-affordable Irrigation-as-a-Service solution through network farming and embedded financing. Our solution is affordable for 90% of smallholder farmers. Our solution has achieved over 10x yield increases with our partner farmers.

Stable Foods is on a mission to onboard 1 million farmers on its climate-smart food production platform and is looking for highly entrepreneurial talent to join the team.

WHO WE ARE LOOKING FOR

Stable Foods is looking for a **Director of Finance & Strategy** to scale up its model across Africa. After establishing product-market fit with 100 farmer partners onboarded, Stable Foods is now entering a new stage of growth. Stable Foods aims to expand to 10,000 farmers and across East Africa over the next few years. As a partner to Stable Foods' CEO / Founder, the Director of Finance & Strategy will drive fundraising and capital strategy efforts, lead the company's finance and data analysis function, co-develop and assess the company's strategic growth options, innovate on the embedded financing aspects of Stable Foods' product offering and cooperate on team formation and stakeholder management.

BROAD RESPONSIBILITIES

- Lead the process of developing Stable Foods' strategy with the CEO and other senior leaders
- Independently lead the finance and data function, such as accounting & reporting, data collection, management, analysis and reporting
- Develop fundraising strategy with CEO and then manage fundraising efforts, such as defining optimal capital strategy, managing investor relations, running competitive fundraising processes
- Co-design, implement and evaluate the embedded financing elements of Stable Foods' product offering, such as subscriptions, working capital credit partnerships
- Recruit, hire, build and retain high-performing teams
- Manage corporate admin, such as legal, tax, HR, corporate governance



REQUIREMENTS

- 4+ years of experience in Finance and / or Strategy Consulting
- Proven expertise in finance and accounting
- Comfortable in a fast-paced, highly dynamic environment with little resources and lots of ambiguity; experience in a startup environment is a plus
- Strong analytical and problem-solving skills, with proven ability to make data-driven yet fast decisions
- Ability to put startup chaos into structure and develop processes, policies and procedures to run a smooth finance function
- Excellent communication and interpersonal skills, with the ability to build and maintain strong relationships with internal and external stakeholders
- Masters / MBA from leading university is preferred
- Experience in fundraising for startups and / or embedded financing is a strong plus
- Candidates from African countries and women are particularly encouraged to apply for this role

NON-NEGOTIABLES

- Strong passion for Stable Foods' mission to transform rural agriculture in Africa
- Sheer grit and an appreciation of the daily grind of building an early stage startup
- An endless drive to test new things, get your hands dirty and build something big
- Relentless focus on momentum and a deep obsession with getting stuff done
- A collaborative learning approach and comfort with being challenged

ADDITIONAL DETAILS

- Competitive startup salary and attractive equity package
- Applications are accepted on a rolling basis; start date ideally March 2024
- This is not a remote position and therefore applicants have to be residing in or willing to move to Kenya
- Send your CV and 1-2 short paragraphs on your motivation to info@stable-foods.com
- For more info: www.stable-foods.com, [Linkedin](#), [SpaceYaTech podcast](#), [Why we Invested](#) and [TechCabal](#)

Stable Foods is a portfolio company of Pyramidia Ventures. Pyramidia is a venture studio building climate-smart agtech startups in Africa. Working with Stable Foods provides a rare opportunity to team up with world-class thinkers, entrepreneurs, and creators in launching and building a successful agtech startup. This role offers the freedom and thrill of working in an impactful early stage startup backed by seasoned expertise, investors and operators in the sector.

This is a once in a lifetime opportunity to lead a game-changing startup and to help build climate-resilient food systems in Africa.

Join us.