

## **Regional Director, Africa**

Nairobi, Kenya

Full-Time Role

### **Job Responsibilities**

As a Regional Director, you will lead the development and management of high-impact, mission-aligned partnerships for MEC in Africa. Your role will focus on building new partnerships that drive growth and innovation, while also overseeing the performance and impact of existing partners across global markets. You will also oversee program implementation in Africa, ensuring that projects are executed effectively and are aligned with MEC's mission. Your key responsibilities, including but not limited to, will involve:

### **Key Responsibilities**

#### **1. Strategy & Growth**

- Design and execute a regional partnership strategy aligned with MEC's growth, impact, and organizational goals.
- Monitor market trends to identify emerging opportunities in the carbon and sustainability sectors.

#### **2. Partnership Development & Management**

- Serve as the primary relationship manager for key partners, ensuring accountability, aligned outcomes, and measurable impact.
- Conduct regular performance reviews and strengthen partnerships through transparent communication and conflict resolution.

#### **3. Program Implementation**

- Oversee program implementation in Africa to ensure projects are delivered on time and to the expected quality standards.
- Establish clear metrics and reporting systems to track program performance and impact.
- Identify operational challenges and design solutions in collaboration with local teams and stakeholders.

#### **4. Government & Stakeholder Engagement**

- Establish and strengthen government relationships in Kenya, Senegal, Nepal, Sri Lanka, and other mapped project geographies.
- Build direct channels with regional governments and leverage existing networks to support MEC's mission.
- Upskill and support the current team to manage government engagement independently.

#### **5. Representation & Visibility**

- Represent MEC in strategic forums, conferences, and networks to enhance visibility, credibility, and influence.

#### **6. Cross-Functional Collaboration**

- Work closely with Carbon Technical, Finance, and Growth departments to design and implement partnership initiatives.

- Foster internal collaboration to ensure cohesive delivery of projects and partnerships.

### **Must Have**

- Bachelor's degree in Business, International Development, Sustainability, or a related field; Master's degree preferred.
- 15+ years of experience in partnerships, business development, or strategic alliances, preferably in climate, sustainability, or social impact sectors.
- Proven ability to secure and manage complex partnerships and multi-stakeholder agreements.
- Exceptional interpersonal, negotiation, and leadership skills.
- Experience working across geographies and cultures, with sensitivity to local contexts.
- Willingness to travel regionally and internationally as needed

### **Who We Are**

MicroEnergy Credits (MEC) is a global leader in climate solutions that enables organizations and governments to meet their climate goals by designing and implementing innovative, high-integrity programs across clean energy, sustainable agriculture, and nature conservation. Our programs are grounded in transparency and trust, integrating technology-enabled MRV and trusted partnerships with impact-driven institutions to deliver sustainable, long-term benefits to vulnerable communities.

With nearly two decades of on-the-ground experience, MEC has a proven track record of delivering measurable social and environmental impact in Asia and Africa, having reduced over 10.3 million tonnes of emissions and positively impacting more than 65 million lives. We are now leveraging this expertise to champion innovative carbon removal and Article 6 projects, forging a path towards a future where both people and the planet thrive.

We are a small, dynamic team. Our culture has maintained its start-up ethos of innovation and collaboration at the intersection of environmental markets, clean energy technology, and financial inclusion. Our headquarters are in Mumbai, India.

### **Why Work With Us**

At MEC, impact isn't just a goal—it's our purpose. We serve humanity and the planet by championing bold ideas fuelled by innovation and meaningful communication. Excellence, to us, means enabling every team member to lead with purpose and help others thrive.



We invest in our people with benefits designed to support well-being and growth:

- Work from where you thrive
- Robust healthcare benefits
- Plenty of time to rest and recharge
- A once-a-year team retreat to inspire and connect

### **What We Offer**

MEC is an equal opportunity employer and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws or our own sensibilities.