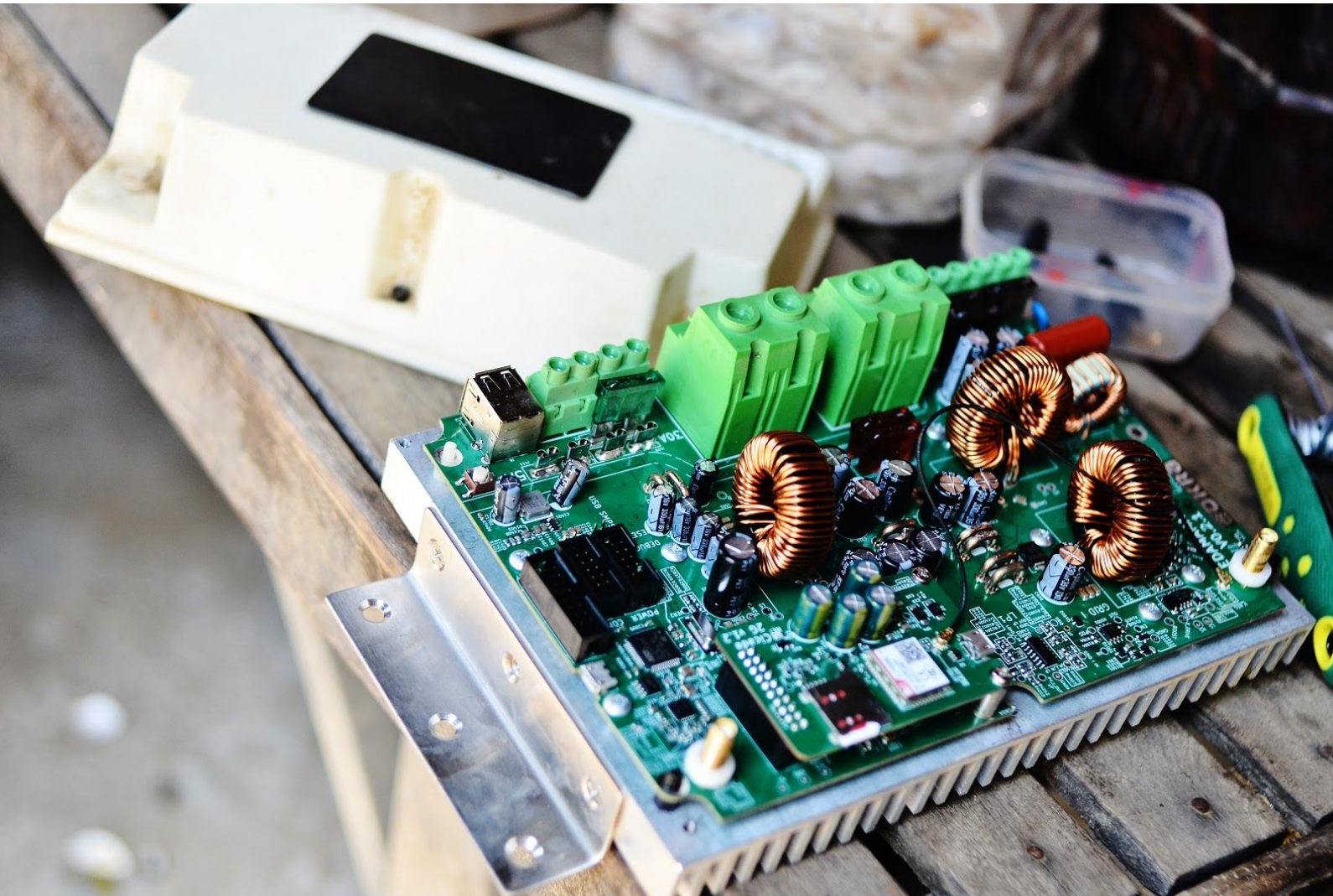


## Grant Fundraising & Partnerships

- Full time
- Start Date - immediately
- Remote / Kuala Lumpur, Malaysia or Phnom Penh, Cambodia

**What's Okra?** We're an IoT startup company bringing energy access to the 1 billion people who don't have power. In 2019 we made the [Cleantech 50 Companies to watch](#), we [won the 2019 Techcrunch Hardware Battlefield](#) in Shenzhen, won the [2019 IEEE Empower A Billion Lives](#) competition and were the back to back [2018 and 2019 PFAN clean energy Business Plan Winners](#). We are looking for a hard working and dependable Grant Fundraising & Partnerships Officer to join our team - to help us manufacture dependable IoT products.



## Opportunity

Okra is looking for a Grants & Partnerships Officer to join our team full-time remotely or in Kuala Lumpur, Malaysia or Phnom Penh, Cambodia.

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### What you can expect to work on:

- ❑ Leading Okra's non-investor fundraising activities through grant applications and awards
  - ❑ Researching and building a pipeline of grant opportunities
  - ❑ Liaising with partners to form collaborations for grant projects
  - ❑ Writing proposals & tender bids
  - ❑ Stakeholder mapping in new markets with a focus on identifying energy utilities and regulators.
  - ❑ Building and managing relationships with foundations, donors and grant providers
  - ❑ Coordinating with DFIs and government agencies to advocate for Okra based electrification programs
  - ❑ Leveraging / building a strong network in the donor and foundations ecosystem
  - ❑ Actively managing stakeholder CRM and funding pipeline
- 

### What we're looking for: *\*you can still apply if you don't fit all the requirements.*

- ❑ Experience in grant/bid/ proposal writing
- ❑ Keen interest in the development sector (specifically off-grid electrification)
- ❑ Ability to build relationships with DFIs, donors and government
- ❑ Diligent research capabilities
- ❑ Have previously managed projects from A-Z including reporting
- ❑ Strong communication skills, with the ability to work well in a remote team.
- ❑ Ability to manage external stakeholders with professionalism
- ❑ Ability to work independently, self teach and persevere through challenges (resilience when faced with solving difficult problems).
- ❑ Fluency in written and spoken English (native level)
- ❑ An eagerness and motivation to learn and better themselves



## We also value these skills: *\*you can still apply if you don't fit all the requirements.*

- ❑ A willingness to pick up new software tools and technologies to operate effectively
  - ❑ Previous experience working with energy programs
  - ❑ Previous experience creating and managing project timelines
  - ❑ A keen interest in solar technologies and off-grid electrification
  - ❑ Relevant Bachelor's Degree or equivalent
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## Benefits

- ❑ Flexible work location and working hours
- ❑ Professional career progression and opportunity to take on leadership responsibilities
- ❑ All expenses paid for national and international team trips (yearly team retreats, hackathons, etc.)
- ❑ Cover for work travel, health insurance, sick leave and equipment (i.e. laptops)
- ❑ A great work culture in fast paced startup environment with multinational staff
- ❑ The ability to take on additional relevant education while working
- ❑ Mentorship from our investors (Schneider Electric, Greenway Grid Global) and a range of experienced leaders and changemakers in our network.

## Internal Liaisons

- Strategy/Fundraising Team
- Service Delivery Team

## External liaisons

- Government/DFI
  - Foundations, donors & grant providers
  - Investors
  - Implementation partners
- 

## Our Challenge

Okra is embarking on a project to electrify 12,000 households in the next 9 months in the hardest to reach communities in the Philippines, Indonesia, Cambodia and Nigeria with many more to follow after.



In order to achieve this, Okra has ambitious fundraising and sales forecasts. As a venture-backed startup, Okra is still currently going through a phase of exponential growth and needs cash and pipeline to sustain this.

The main purpose of this role is to support the Strategy/Fundraising team in fundraising through grant applications. In addition you will be required to build lasting relationships with key commercial and decision making players in the space - government officials and DFIs operational in the countries we are operational in. The successful candidate will write, submit and manage grant projects and also work with these key stakeholders to sure up the likelihood of receiving grant funding. The relationships you build will have an objective of, overtime guiding and influencing these agencies to support affordable energy access programs utilising Okra technology through DFI sponsored initiatives.

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## More About Okra

900 Million people in the world don't have access to electricity today.

The Okra Pod is a device that has leapfrogged western technology. It's a plug & play IoT device which enables solar panels and batteries to be connected into smart microgrids to provide reliable and affordable energy for the off-grid populations of the world.

Solar electrification via Okra networks has the potential to be 10x cheaper than the alternatives of diesel & grid extension while guaranteeing the availability of power so that:

- Children can read at night and leverage digital technologies and education to seize opportunities provided by the modern economy.
- Indoor biomass cooking (equivalent to smoking 2 packs of cigarettes per hour of cooking) can be avoided by transitioning to electricity based cooking.
- Productive load uses such as refrigeration, water pumps, power tools can be used to achieve income generation multipliers for households most of whom currently make less than \$1,500/yr.

Working side by side with the Okra's Strategy/Fundraising Team, this is a unique opportunity to be part of a smart energy revolution and have a real impact on off-grid communities in the Philippines, Indonesia, Cambodia, Nigeria and beyond.



**#PowerToThePeople**