

**JOB DESCRIPTION**

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| JOB TITLE | **Market Researcher for SSA** | | **GRADE** |  |
| PILLAR | CAFCN | | | |
| ABOUT THE ORGANISATION | **A unique collaboration to strengthening Africa’s financial markets.**  Established in 2012 and supported by UK aid, FSD Africa is a specialist development agency working to build and strengthen financial markets across sub-Saharan Africa. FSD Africa works to reduce poverty through a ‘market systems development’ approach, which means we aim to address the structural, underlying causes of poverty by improving how financial market systems function. FSD Africa is part of a family of 9 financial sector deepening programmes across 8 countries, operating throughout sub-Saharan Africa, comprising a staff of over 250 financial sector experts. As a team we work alongside governments, business leaders, regulators and policy makers to design and build ambitious programmes that make financial markets work better for everyone.  The Cambridge Centre for Alternative Finance (CCAF) is an interdisciplinary academic research institute at the University of Cambridge Judge Business School, dedicated to the study of alternative finance, which includes technology-enabled financial instruments, channels and systems that emerge outside of the traditional financial system. The CCAF is establishing a global knowledge network that accelerates the creation and transfer of knowledge relating to FinTech: the Cambridge Alternative Finance Collaboration Network (CAFCN). As a cross-sectoral and cross-regional network, the CAFCN can facilitate FinTech market development and effect evidence-based regulatory changes in economies seeking to promote the sustainable growth of FinTech industries. For the first stage of activation, the CAFCN will be operating regional research collaborations in Sub-Saharan Africa (SSA), Middle East and North Africa (MENA) and the Asia-Pacific Region (APAC).    FSD Africa and CCAF have agreed to join forces and establish the CAFCN operations in the SSA. FSD Africa will recruit a team consisting of a Regional Lead and specialist researchers working on both FinTech market and regulatory research, which will be directly supervised by the University of Cambridge’s Centre for Alternative Finance. This embedded team will accelerate the creation, dissemination and adoption of FinTech-related knowledge across the SSA in three ways. First, the embedded research team will effectively collect and analyse high-fidelity FinTech market and regulatory data across key markets within the SSA. Second, by working with a diverse group of stakeholders and leveraging existing networks within the region (e.g. FSD Network), the team will engage in more research dissemination, knowledge transfer and capacity building activities. Third, through CAFCN’s global network and by working together with other regional research collaborations, the team can facilitate cross-regional creation and transfer of FinTech knowledge, best industry practices, regulatory lessons and learning, as well as human capital. | | | |
| REPORTING RELATIONSHIPS | REPORTS DIRECTLY TO | CAFCN Regional Lead SSA | | |
| REPORTS INDIRECTLY TO | CCAF/ FSD Africa | | |
| JOB PURPOSE | The purpose of the role is to lead in the CCAF’s FinTech/alternative finance market research in the region of Sub-Saharan Africa in order to support the enhanced understanding of existing FinTech industry, in line with the objectives of the CAFCN. The role-holder must develop and implement a coherent, strategic research programme aligned to the goals of the CAFCN focused on alternative finance channels, instruments and systems.  The outputs of the Regional Alternative Finance Market Research will provide key datasets and insights to inform and enable the work and practice of FinTech industry, investors, and policymakers and regulators, thereby facilitating FinTech market development and effecting evidence-based regulatory change. This will support the development of an enabling market and regulatory environment, which are required to support FinTech market development and, in turn, financial inclusion and economic growth.  The role-holder will spend proportionate time 1) conducting FinTech research and 2) managing research programming and coordinating with related team members. In this capacity, the role includes managerial responsibilities relating to the administration of the research program, as well as conducting and supervising research projects and related activities (ie research proposals, supervision and administration of research teams)  This position will be a seconded position with FSD Africa in Nairobi, the hosting organisation of CAFCN in SSA. The regional team will be based in FSD Africa’s offices and receive relevant support. Whilst being seconded to FSD Africa, the role holder will report to the CAFCN Regional Lead in Nairobi and work closely with the Lead in Market Researche based at the CCAF in Cambridge. | | | |

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| **KEY RESPONSIBILITIES AND ROLE REQUIREMENTS**   1. **Research management**   Undertake and publish research which advances understanding of the evolving FinTech industry, channels and instruments within the designated region by developing both a quantitative and qualitative data knowledge base. This includes   * Research Design   + The role holder will implement existing CCAF research and data collection methodologies, and work closely with the (Principal Investigator) at CCAF to ensure all research activities and programmes are in accordance with existing university standards. He/She will also be expected to take lead on and contribute to the development of new or existing methodologies, research designs, etc to ensure that any regional context or specificity is adequately included within any global or geography-specific research conducted by the Centre. * Research Outreach and Database   + The benchmarking program is conducted primarily through survey-based data collection. As such, the role holder will be responsible for identifying and vetting fintech-firms or other survey respondent participants and validating previous survey participants to ensure the integrity of the Outreach Database. The role holder will also manage and conduct the survey data collection within their region and surrounding jurisdictions. * Analysis   + Upon completion of the data collection, the role holder will work alongside the data-analytics team based at CCAF to sanitize and validate the dataset. He/She will be expected to contribute in the data analysis and contribute to the presentation and visualisation of the data, wherever applicable. * Writing-up   + The role holder will lead in the write-up and over-all management of any region-specific publications, including publication of key findings from data-collection, desk-top research on the industry, appropriate review of relevant academic literature, etc.  1. **Partner relationship management**   Publicly represent CCAF in regional fora and among key FinTech industry partners and other related stakeholders including FinTech ecosystem organisations, financial regulators, government departments, universities, think tanks, development partners.   1. **Stakeholder and funding development**   Support the CAFCN Regional Lead, and the wider CAFCN, in the development of the CCAF and CAFCN’s programmes, networks and outputs. |

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| **PERSON SPECIFICATIONS**  **Qualifications and Education**   * Master’s, ideally in Finance, Economics, Technology or similar field   **Essential Experience**   * Experience in data collection, data sanitation, data analysis, and familiar with FinTech and/or financial services industries * Both qualitative and quantitative research design experience (proposal development, survey instrument development, sample planning, field management, testing programmed surveys, analytic plan development, reviewing data tabulations, analysing results, developing executive summaries, presenting results, validating data use, interviews) * Administrative IT skills including high level Microsoft Office suite, particularly Excel * Administrative or project management experience in a similar environment   **Essential Skills**   * Strong data-analytics skills, including statistical analysis package (examples include: Stata, SPSS, SASS, Matlab) * Strong organisation, time management and planning skills * Excellent verbal and written English * Strong communicator * Strong stakeholder management skills and experience of dealing with a wide range of stakeholders and partners   **Desirable Experience**   * Market research experience in FinTech, especially in online capital raising (Crowdfunding, P2P lending) as well as other areas including mobile payment, cryptoasset, InsurTech, digital banking. * Regional understanding of FinTech markets and key stakeholders in SSA   **Desirable Skills**   * Languages: local language from region of work |

**Application arrangements**

For further inquiries and details on how to apply please contact Tania Ziegler ([t.ziegler@jbs.cam.ac.uk](mailto:t.ziegler@jbs.cam.ac.uk)) and ([d.kruijff@jbs.cam.ac.uk](mailto:d.kruijff@jbs.cam.ac.uk)). Applications will be reviewed on a rolling basis until the position is filled.