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6  
months

Management Associate  
Senior Analyst  
Analyst



# Three-person placement implemented expansion strategy for foreign company

## Situation

Energy start-up operating across three continents needed to implement strategy to launch their business model in-country

## Placement

Served as country manager, interacting with remote founder to support all operational areas from fund-raising to partnership development to setting up private and public sector distribution to new product pilots

## Impact

- ▶ Developed business model + secured partnerships to roll-out.
- ▶ Managed senior-level partnerships, securing >\$10M investments
- ▶ Developed agreement w/ regional bank to underwrite loans, facilitate investor transactions

## Analyst's perspective

We were engaged by an early-stage off-grid solar company to support the business in designing and setting up the new model including implementation.

We **oversaw fund raising, partnership management, and internal planning** to provide interim C-level support to launch and create a platform for the business.

This included **leading a team to plan distribution** and setting up the business operations, **creating partnerships** with local mobile network operators, and ensuring efficient interfaces to the payment platform.

We **designed pilots** for products, and developed the longer term strategic plan and financial projection model. To enable scale after the pilot, we **structured debt financing and developed partnerships with local banks**, negotiating funding of over USD 10M.

- Secondment team for off-grid start-up