

REQUEST FOR PROPOSALS

Pipeline Origination and Credit Assessment Consultant - Tanzania

About iGravity - iGravity is a specialized impact investment management and advisory firm committed to building a more equitable and sustainable financial system. We design and manage blended finance solutions that support local enterprises, delivering strong financial returns and meaningful social and environmental impact for both institutional investors and philanthropic partners.

iGravity works with development organizations across the investment lifecycle; from early-stage strategy and innovative finance design to the development of robust Impact Measurement & Management (IMM) systems. On the investment side, we manage private debt strategies focused on emerging markets. Our portfolio includes direct debt investments in local SMEs, as well as investments in local funds and private notes, all guided by clearly defined impact lenses and return expectations.

We are seeking a Tanzania-based Consultant to build and convert a qualified SME borrower pipeline across iGravity's fund mandates.

This role owns the front end of the deal lifecycle, from identifying to screening eligible SME borrowers against each facility's investment criteria. This covers outreach, running pre-DD financial, and impact screening, and drafting screening memos for committee submission, across a pipeline spanning multiple sectors and facility mandates within Tanzania.

Scope of Work

1. Pipeline Origination

- Source SME borrower leads in Tanzania across sectors and geographies relevant to each applicable facility's mandate.
- Screen sourced leads for initial eligibility against each facility's investment criteria.
- Build and maintain contact lists for Tanzanian SME borrowers and referral sources and maintain a live, stage-gated pipeline tracker, using iGravity's CRM pipeline architecture.
- Flag facility-fit ambiguities or cross-facility opportunities to the reporting lead

2. Screening

- Screen sourced leads for initial eligibility against each facility's investment criteria.
- Lead pre-DD assessment of shortlisted borrowers: financial statement and impact review, KYC/AML checks.
- Draft screening memos and supporting analysis for internal review.

3. Deliverables

- Monthly pipeline report covering number of leads sourced and screened
- Stage-gated pipeline tracker kept current in the CRM.
- Screening memos for borrowers recommended for Due Diligence.

4. Duration and Engagement Structure

- 6-month engagement, structured as an independent contractor arrangement, subject to renewal based on performance.
- Tanzania-based with coordination with the Nairobi/Zurich teams.
- Not for contractors/companies – only individual consultants.

5. Qualifications

- Demonstrated experience in SME lending, credit analysis, or investment origination in Tanzania.
- Working knowledge of financial statement/impact analysis and credit/covenant assessment.
- Exposure to blended finance or impact investing an advantage.

- Strong written communication skills for memo drafting.
- Existing network among Tanzanian SMEs, banks, MFIs, or sector associations is a strong plus.
- Ability to work independently and manage a pipeline with minimal day-to-day oversight.

6. Duration and Engagement Structure

- 6-month engagement, structured as an independent contractor arrangement, subject to renewal based on performance. Opportunity to develop into a permanent position over time.
- Tanzania-based with coordination with the Nairobi/Zurich teams.
- Available for immediate start.

Proposal Submission Requirements

Interested consultants should submit:

- A brief technical proposal (max 3 pages) outlining relevant experience, proposed approach to sourcing and screening, and references,
- CV of the individual who would perform the work,
- A financial proposal: proposed monthly fee rate,
- Availability / earliest possible start date.

Evaluation Criteria

- Relevant SME lending / origination experience in Tanzania: 30%
- Existing network and sourcing capability: 30%
- Quality of proposed approach: 20%
- Financial proposal: 20%

Submission

Proposals should be submitted by **Friday, 25 September 2026** to recruiting@igravity.net. Please state '**RFP – Tanzania Consultant**' in the e-mail header. Only qualifying submissions will be contacted.