



We are hiring an Investor Relations Lead (in Nairobi)

Exciting job opportunity with Africa's leading startup and business accelerator

JOB DESCRIPTION: INVESTOR RELATIONS LEAD

About us:

GrowthAfrica is one of the continent's leading impact accelerators and we are looking for new talent to join our quest to grow the continent's promising impact enterprises into prosperous and successful members of our societies, creating much needed job opportunities, economic wealth and social transformation.

We drive investment- and market-readiness through cohort-based programmes, projects and tailored support services. We work hard to ensure that local and international enterprises increase their rate and scope of success, be it during the startup, growth or expansion stage.

Through access to capital, markets, technology and knowhow we have since 2002 supported over 1,800 businesses flourish. We focus on innovative and scalable post-revenue start-ups and growth SMEs led by ambitious entrepreneurs.

Headquartered in Nairobi, we currently run activities across the region and are in an ambitious geographical expansion phase. You will join a youthful, international and ambitious team. We are now 20 and growing.

About the role:

You will be working on identifying, building and nurturing relations with local and international investors from angel investors to VC funds aimed at connecting the ventures we work with to the right, matching investors. It is your job to guide and support our team of growth facilitating Growth Catalysts connect the ventures they work with to the investors that matches their profile and funding needs. The Growth Catalysts together with our team of Financial Modellers are working on making the ventures investment ready. As part of your role you will be supporting them in this process with your insights into the expectations, requirements and language of investors.

Furthermore you will from proactive dialogue with investors collect input and insights on how we continuously can improve our communication towards investors, as well as optimise the investor targeted materials and documentation we developed with our ventures. This will include supporting our communications team in their effort to position and communicate to investors.

Lastly you will be in charge of collecting data, information and feedback from investors including but not limited to feedback from investors on the general state of our ventures; what they miss in their eyes; and how effective the support from the Growth Catalysts is [or not] in respect to the investment process. This area would also include building and maintaining an investor database

Your responsibilities will include:

- Identify, engage, build and manage investor relations
- Support and where required build capacity the internal team
- Assist in developing investment readiness among the ventures we work with
- Collect data and insights from investors aimed at improving our service and offering
- Provide input and feedback to our communications team on how we can improve our investor communication, investee communication and materials [deal briefs, pitch decks etc.]
- Establish and maintain an investor database
- Coordinate the matchmaking of ventures with investors
- Take lead on the investment process [introduction, due diligence process, negotiation/deal closure, capital deployment/post-investment support] while working with the Growth Catalysts

Who we are looking for:

- You have 5-7 years of relevant work experience, hereof at least 3 in working with investor relations, e.g. as investment principal, -associate or -analyst
- You have strong analytical skills and ability to conceptualise and concretise ideas and hypotheses
- You are a people person – you love interacting with new people and guiding them on a journey
- You are a natural relationships builder who doesn't shy away from initiating conversations
- You are curious and naturally driven to learn new things
- Natural problem-solver: You have proven and documented results with minimal supervision
- Focused on professional and personal development and achievement instead of titles
- While you can achieve a lot alone, you proactively contribute with your strength to the team as well as continuously seek for synergies
- You are not shy to approach investment executives to support our activities; nor to critique entrepreneurs even when they disagree
- You are inspired by entrepreneurship, harbour startup ambitions or have run a business venture before
- You keep yourself up to date and tuned into business, socio-economics and politics in the region
- You have an MBA/EMBA or an undergraduate degree in business, finance or law with post-graduate courses
- Past experience across different sectors is an added advantage

You have the cultural fit to work in GrowthAfrica if:

- You are excited to walk hand-in-hand with entrepreneurs and businesses in and across Africa
- You are very interested in socio-economic issues, entrepreneurship, business and innovation
- You are passionate about contributing to Africa's growth through business
- You thrive working in a fast growing environment and are flexible to adapt to changes
- You are open to working when and where the work needs doing [this occasionally includes weekends]

Why work with us?

- Purpose-driven organisation and role
- Join the growth journey of inspiring and ambitious entrepreneurs ready to make a change
- Learn about entrepreneurship and innovation across the continent
- Design your own personal and professional learning journey
- Become a member of a highly committed, international team
- Meet and work with successful entrepreneurs, accomplished professionals and top executives
- Interact and connect with the investment and funding community across Africa and globally
- Offering a competitive base salary with performance-based incentives and basic benefits

Other information

This opportunity is based in Nairobi, Kenya. Depending on the programs you work with there will be travel to Uganda and later other countries. We will arrange a 3-month probation period with learning and performance objectives. We aim to select the candidate by 14th June 2018 and have you join our team by July 2018.

Want to apply?

- Send your CV in PDF format to careers@growthafrica.com with the name of the role in the subject line
- Deadline is **16th July 2018**. We may still accept and review applications on a rolling base after the deadline, if not all roles are filled
- The selection process will involve tough case study exercises, a personality test and several interviews



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