



# **We are hiring Business Growth Advisor in Ethiopia**

*Exciting job opportunity with Africa's leading business accelerator*

# JOB DESCRIPTION: BUSINESS GROWTH ADVISOR

## About us:

GrowthAfrica is the continent's leading impact accelerator and we are looking for new talent to join our quest to grow the continent's post revenue growth stage businesses 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 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 growth or expansion stage. Through access to capital, markets, technology or knowhow we have since 2002 supported over 1,700 businesses flourish. Our unique methodology and professional delivery allowed 87% of our clients to experience and sustain growth.

Headquartered in Nairobi, we currently engage in activities in Uganda, Ethiopia, Zambia and Malawi and are expanding into more countries in the near future. You will join a youthful, international and ambitious team.

## About the role:

As a member of our team of Business Growth Advisors, you are in charge of driving our entrepreneurs and businesses we work with through their business development journey. Using GrowthAfrica's proprietary methodology and tools you will be assigned businesses who you will assist in thinking through key aspects of their business model, their strategies – be it product design, marketing, supply chain or sales and distribution. In partnership with our Financial Modeller you will also assist in developing their financial models and preparing them for investments, including promoting them to potential investors.

Your responsibilities will include:

- Attracting high-potential and growth-oriented ventures for our programmes
- Screening and selection of business applicants and collection of relevant information and data
- Facilitate business development workshops ensuring the successful adoption and use of the GrowthAfrica methodology and tools
- Research on company, market & industry specific trends and insights
- Assist businesses in their efforts to comprehensively audit their business model, and analyse their challenges and opportunities
- Support businesses in crafting action plans addressing the identified challenges and opportunities, and aid them in the implementation these, including mobilising all necessary resources to do so
- Liaise with the Head of Catalytic Support and Lead Facilitator on the progress of the businesses, including writing periodic progress reports
- Liaise with the Financial Modeller in regard to the development of financial models and assist in the pre-diligence work.
- Reporting and documentation for funders, mentors, investors and other stakeholders
- Assist in the development of investor presentations for the businesses
- Planning and delivery of workshop content

## Who we are looking for:

- You have 5-8 years' experience in developing businesses, e.g. Senior Business Associate, Business Advisor or Business Analyst
- You have the ability to diagnose business needs
- You have strong analytical skills and the 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 informed and knowledgeable on general topics and have diverse interests
- 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 results with minimal supervision
- You are not shy to approach big executives as mentors for our business clients nor to critique entrepreneurs even when they disagree
- You are inspired by entrepreneurship, and may have ambitions to start your own business or have had a business before.
- You keep yourself up to date and tuned into business, socio-economics and politics in the region
- A Master's degree is an added advantage
- Past experience across several sectors is an added advantage

## You have the cultural fit to work in GrowthAfrica if:

- You think of social issues and innovative approaches
- You are passionate about seeing Africa's growth through business
- You feel comfortable working in fast growing environments and flexible to adapt to changes
- You are willing to work when and where the work needs doing
- You are excited to walk hand-in-hand with the entrepreneurs and businesses we work with, across the country
- You are business-minded and street-savvy

## Why work with us?

- Purpose-driven organization and role
- Get exposed to business's realities.
- Learn about innovation and entrepreneurship across the continent
- Become part of a highly committed, international team
- Your work involves meeting top entrepreneurs and senior executives on the continent
- You get to work with the investment community across Africa
- We offer a good base salary with performance-based incentives

## Other information

This opportunity is based in Addis Ababa Ethiopia. Depending on the programs you work with there will be travel to other countries. The role involves a 6 months' probation period with learning and performance objectives. We aim to select the candidate by February 2019 and have you join our team by March 2019.

## Want to apply?

- Send your CV in PDF format to [careers@growthafrica.com](mailto:careers@growthafrica.com) with Growth Business Advisor Ethiopia in the subject line
- Deadline for this application is **8<sup>th</sup> February 2019**. If the role is not filled by then, we will still accept and review applications on a rolling basis until we close the role.
- The selection process will involve a personality test and work assignments



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