



We are hiring a Startup & SME Advisor [in Malawi]

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

JOB DESCRIPTION: STARTUP AND SME ADVISOR

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 contributors to 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 to entrepreneurs across Africa. We work hard to ensure that entrepreneurial ventures 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 5 countries and are in an ambitious geographical expansion phase. You will join a youthful, international and ambitious team. We are now 30 and growing.

About the role:

The Startup & SME Advisor duties will be focused on tasks concerning the professional and successful delivery of the Growth Accelerator programme (for more info see: www.growmalawi.com – hereafter referred to as “the programme”). It will furthermore include developing, securing and delivering on other activity and business opportunities in Malawi which will position and anchor GrowthAfrica in the entrepreneurial ecosystem.

Your responsibilities will include:

- Deliver business development and support to entrepreneurs and ventures in the programme
- Plan and co-facilitate programme workshops together with colleagues from Nairobi
- [Co]Develop templates, guidelines etc. needed for the programme, its management and reporting
- Liaison and coordinate with programme partners
- Support documentation and collection of programme data
- Support programme data analytics
- Project planning, budgeting and management
- Look for, assess and respond to tenders/RFPs and consortium requests
- Develop and manage partnerships and external programme relations
- Support reporting and documentation for funders, investors and other stakeholders
- Support programme budgeting and accounting
- Plan, prepare and deliver training and mentorship to entrepreneurs
- Any other duties or tasks that you may be assigned

Who we are looking for:

- You have 7-9 years of relevant work experience, hereof at least 5 in developing businesses, e.g. as senior business consultant/analyst/facilitator, senior manager or entrepreneur (successful as well as failed)
- 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 big 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 entrepreneurship 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

Why work with us?

- Purpose-driven organisation and role
- Join the growth journey of inspiring and ambitious entrepreneurs ready to make a difference
- 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 Lilongwe, Malawi. Depending on the programs you work with there may be travel opportunities to other countries that GrowthAfrica works in. We offer a 6-months' probation period with learning and performance objectives – confirmation can on very strong performance happen already after 3 months. We aim to select the candidate asap/by June 2019 and have you join our team as soon as possible.

Want to apply?

- Send your CV in PDF format to careers@growthafrica.com with the name of the role in the subject line
- We will accept and review applications on a rolling base
- The selection process involves case study exercises, a personality test and interviews



Lenana Towers, 5th floor
843 Lenana Road
Nairobi, Kenya

E: info@growth.africa.com
T: +254 [0] 20 250 1777
M: +254 [0] 750 877 590

www.growthafrica.com