



We are hiring Growth Catalysts (in Kenya, Uganda and Ghana)

Job opportunity with Africa's leading startup and entrepreneur support organisation

Growth Catalyst

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.

GrowthAfrica is headquartered in Nairobi and has offices in Kampala, Addis Ababa, Accra, Lilongwe, and Lusaka. Additional countries are supported in collaboration with local partners on the ground. You will join an international, passionate, and ambitious team of 26 across 5 countries.

About the role:

As a Growth Catalyst, you will support our entrepreneurs and the businesses we work with through their business development journey. Using GrowthAfrica's proprietary method and tools you will be assigned businesses whom you will assist in thinking through key aspects of their business model, and their strategies – be it product design, marketing, supply chain, or sales and distribution.

Your responsibilities will include the following:

- Source the right investable businesses run by ambitious and committed entrepreneurs and maintaining an active pipeline.
- Carrying out due diligence of selected businesses
- Support the entrepreneurs in building their businesses and financial models by assisting in articulating all aspects of their business from the customer, market, and product etc.
- Facilitate workshops and learning sessions with entrepreneurs. Including supporting in developing the tools and content required.
- Prepare periodic progress reports for funders, mentors, investors, and other stakeholders.
- Deliver on client projects achieving the desired results on time and in the agreed quality
- Carry out all the needed operational and administrative work around the projects both external and internal
- Conduct comprehensive research relevant to key sectors in which our entrepreneurs are based.
- Develop and maintain strong client partnerships through effective service delivery.
- Engaging with key stakeholders in our ecosystem

Whom we are looking for:

- 5+ years of experience in SME development, financial services, consulting, business operations, or marketing, management consulting, venture building etc.
- Have a relevant university or graduate degree in Business Administration, Accounting, Entrepreneurship etc. Or even worked in a startup or run a startup.
- Prior experience collaborating with entrepreneurs and small businesses is highly preferred. Including experience in working on several projects in circularity, Climate Adaptation, Youth Employment, Investment Readiness, Gender investing etc.

- Demonstrate the ability to diagnose, audit, and analyse business needs, including interpreting financial statements.
- Demonstrated excellent understanding of strategies for how to help businesses grow, with expertise in areas such as business finance, business planning and strategy, sales and marketing, product development, or human resource management.
- Ability to produce business reports, impact reports as well as financial reports/projections for clients is highly preferred.
- Deep understanding of market and growth strategies for businesses in different sectors.
- Previous coaching, teaching, training, or facilitation experience is preferred.
- Strong critical and analytical skills with the ability to conceptualise ideas and hypotheses and getting to the root cause of issues.
- Attentive listener, detail-oriented, you meet deadlines
- Well-informed and knowledgeable on general topics, including politics and the socio-economy, as well as current affairs.
- Natural relationship builder, proactive in initiating conversations and open to constructive dialogue.
- Know how to use CRM tools
- Results oriented and understand frameworks such as OKRS etc

Why work with us?

- Excellent learning experience and platform to build solid work experience and networks
- Purpose-driven organisation and opportunity
- Energetic team dedicated to growing entrepreneurial ventures and businesses across Africa
- Grow your professional network as you work and learn with our dynamic team across 6 countries
- Learning and insights on innovation and entrepreneurship across the continent
- Become part of a highly committed, international team

Other information

- This opportunity is based in Nairobi Kenya, Kampala Uganda, and Accra Ghana.
- Start date: January 2024

Want to apply?

- Send your CV in PDF format and a motivational letter to this [Application Form](#)
- Open for applications now!
- Application deadline: **30th November 2023**
- Applications will be reviewed on a rolling basis.



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