growthafrica

We are hiring a Senior Growth Catalyst (Kenya, Uganda, Zambia)

Exciting job opportunity with Africa's leading circular businesses

About GrowthAfrica

GrowthAfrica is one of the continent's leading growth partners for entrepreneurs. We are looking for new talent to join our quest to grow the continent's promising impact enterprises into market and investor-ready businesses, creating much-needed quality job opportunities, economic growth, and social transformation.

We drive market-readiness, growth-readiness and investment-readiness through cohort-based programmes, projects, and tailored support services to entrepreneurs across Africa. We also build the support ecosystems that enable entrepreneurs to thrive, through capacity building of entrepreneur support organisations and ecosystem actors.

Through access to capital, markets, technology, and know-how, we have, since 2002, supported over 5,000 businesses to flourish. We focus on innovative and scalable post-revenue startups and growth SMEs across subSaharan Africa.

Headquartered in Nairobi, we run activities across Africa. You will join an international, passionate, and ambitious team across six countries.

About the role

Circular Economy Business Growth Specialist

GrowthAfrica is seeking an experienced Senior Growth Catalyst to support post-revenue businesses under Switch2CE to scale commercially viable circular economy and climate-related solutions.

The role will work directly with enterprises to strengthen their business models, grow revenue, access markets and mobilise resources for expansion. It will also support ecosystem analysis, project delivery and funding readiness, connecting businesses with the expertise, partnerships and resources they need to scale.

The ideal candidate combines strong commercial and business advisory capabilities with practical knowledge of circular economy or climate-related enterprises, project management, ecosystem development and grant funding readiness.

- It is about helping post-revenue businesses identify and implement circular economy opportunities that strengthen commercial performance, revenue generation, market access and business scalability.
- Providing practical business coaching and advisory support that enables entrepreneurs to address growth constraints, improve business models and achieve measurable commercial outcomes.
- Translating circular economy and climate opportunities into viable business propositions, including identifying market demand, value-chain opportunities, revenue models and potential customers.
- Managing programme activities and business support interventions from planning through implementation, monitoring milestones, resolving delivery challenges and documenting results.
- Analysing the entrepreneurship and circular economy ecosystem to identify market gaps, value-chain constraints, partnership opportunities, financing barriers and relevant support mechanisms.
- Assessing enterprise readiness for grant funding, supporting the development of credible funding proposals and investment cases, and strengthening businesses' capacity to meet funding requirements.
- Building relationships with ecosystem stakeholders to facilitate access to markets, technical expertise, finance, infrastructure and other resources required for circular business growth.

Key responsibilities

- Circular economy business growth: Assess participating enterprises' business models and identify opportunities to integrate or scale circular practices, improve resource efficiency, develop circular products and services, and strengthen commercial viability.

- Business advisory and acceleration: Provide tailored coaching and advisory support to post-revenue enterprises on business model development, revenue growth, customer acquisition, market expansion, pricing, operational efficiency and scaling strategies.
- Commercial opportunity development: Support enterprises to identify target markets, validate customer demand, develop value propositions, strengthen routes to market and establish commercial partnerships that support the adoption of circular products and services.
- Project management and delivery: Plan, coordinate and manage programme activities, workplans, deliverables, timelines and stakeholder inputs. Track implementation progress, address delivery bottlenecks and ensure agreed outputs are delivered to the required standard and within established timelines.
- Ecosystem diagnosis and analysis: Map and analyse relevant circular economy and climate-related ecosystems, including value chains, market actors, industry associations, business support organisations, technical service providers, buyers, financiers and policymakers. Identify ecosystem gaps, constraints and opportunities that can inform programme interventions and business support.
- Grant funding readiness: Assess participating enterprises' maturity and readiness for grant funding, including business viability, proposed use of funds, implementation capacity, financial management, supporting documentation and the ability to meet funding conditions. Identify gaps and support enterprises to strengthen their funding readiness.
- Funding application and implementation support: Guide eligible enterprises in developing credible funding applications, budgets, business cases and implementation plans. Coordinate with relevant programme colleagues on grant processes, milestone tracking, supporting documentation and compliance with applicable funding requirements.
- Partnership and market linkages: Build and maintain relationships with industry players, corporate partners, buyers, investors, funders, technical experts and other ecosystem stakeholders to facilitate market access, collaboration, technology adoption and access to growth capital.
- Climate and circularity outcomes: Support the identification and tracking of relevant business and environmental outcomes, such as revenue growth, jobs created, resource efficiency, waste reduction, material recovery or other circularity indicators applicable to participating enterprises.
- Stakeholder engagement and convening: Organise and facilitate business support sessions, technical workshops, ecosystem engagements, industry roundtables and other programme activities that connect enterprises to relevant expertise and commercial opportunities.
- Performance monitoring and reporting: Track enterprise progress against agreed growth milestones and programme targets. Maintain accurate business performance data, prepare implementation updates and document results, challenges, lessons and success stories.
- Cross-functional collaboration: Work closely with programme colleagues and external partners to coordinate business support, technical assistance, ecosystem engagement and funding-related activities, contributing to effective programme delivery and continuous improvement.

Qualifications and requirements

- Bachelor's degree in business administration, Economics, Green Finance, Entrepreneurship, Environmental Management, Sustainability or a related discipline. A relevant postgraduate qualification is an advantage.
- At least 7 years of relevant professional experience in business advisory, SME development, business acceleration, venture building, circular economy, climate-related enterprise support or a related field.
- Demonstrated experience supporting post-revenue businesses to improve commercial performance, grow revenue, access markets and scale operations.
- Practical knowledge of circular economy principles and business models, including relevant applications in resource efficiency, reuse, repair, recycling, refurbishment, resource recovery or circular supply chains.
- Experience supporting climate-related or sustainability-oriented enterprises to commercialise solutions or expand market adoption.
- Strong analytical skills, including the ability to assess business models, financial and operational performance, market opportunities and growth constraints.

- Demonstrated project management experience, including workplan development, stakeholder coordination, milestone tracking and delivery management.
- Experience conducting ecosystem mapping, market assessments or value-chain analysis and translating findings into actionable business or programme interventions.
- Experience assessing grant funding readiness, preparing or reviewing funding applications, developing business cases and budgets, or supporting businesses to meet funder requirements.
- Strong relationship management, coaching and facilitation skills, with the ability to engage entrepreneurs, corporate stakeholders, funders and ecosystem partners.
- Ability to analyse business performance data and prepare clear, evidence-based reports and recommendations.
- Excellent written and verbal communication skills in English. Relevant local language skills are an advantage.
- Strong organisational skills, initiative and adaptability, with willingness to travel within Kenya as required.

Why GrowthAfrica

- Join a diverse, international team committed to entrepreneurship and Africa's economic growth.
- Support businesses developing commercially viable circular economy and climate-related solutions.
- Work directly with entrepreneurs to strengthen business performance, market access and growth.
- Build relationships with industry stakeholders and ecosystem actors advancing circular business models.
- Gain exposure to enterprise acceleration and ecosystem development across African markets.
- A competitive salary and benefits.

How to apply

Applications close 30th October 2026. To apply, click HERE GrowthAfrica is an equal opportunity employer and welcomes applications from all qualified candidates.

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