

Kenya Jobs Expertini®

Senior Project Leader

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Company: Open Capital

Location: Nairobi

Category: architecture-and-engineering

Who we are

Open Capital aims to transform Africa by advancing African economies and building future generations of business leaders. We are advisors to the most innovative businesses, investors, and donors to drive growth on the continent, structure and invest capital, and enable inclusive, market-based solutions.

We're proud of what we've built – since we founded Open Capital in 2010, we have completed 1,600+ engagements across 30 countries in Africa. Our clients have transformed local industries in agribusiness, energy access, financial services, healthcare, and water & sanitation, among others. We have closed > \$1.5 billion in capital raises in Africa and are now leading design for a new generation of market-building mechanisms, including new investment vehicles, market accelerators, and more.

Today, our team is a diverse, global mix of 170+ talented individuals from 15+ nationalities and we are proud to have strong gender representation across levels from Analyst to Partner. We are a top employer that seeks

excellence in everything we do; we have built a platform to drive change through African markets and are

seeking exceptional team members to join us in Nairobi, Kampala, Accra, Abidjan, Dakar, Lagos, and Lusaka.

Why join us

We are a diverse, highly-motivated team with a dual mission: advance African economies & build generations of business leaders. Our culture enables us to deliver exceptional client outcomes and support each other as we grow into global leaders. We enjoy solving big, tough challenges and working with great people to do it!

The Role

You are at the heart of Open Capital, directly leading multiple client projects at a time, solving a diverse range of problems across sectors in Africa, and acting as a trusted advisor to many of the world's most exciting and impactful development partners, investors, and businesses. You manage and coach our Analysts and Associates and work closely with Partners and Principals, who coach you as you grow to be a senior leader at a global level.

Key Responsibilities:

As a senior leader you will be oversee multiple projects, solve client challenges and designing impactful solutions for a range of clients, including businesses, investors, and development partners. See for various past examples

Lead multiple projects in developing business & industry strategies, structuring capital raises, and building creative approaches to broad development challenges.

Execute results-oriented solutions that generate significant impact and outcomes. We are not typical consultants, our work typically extends across multiple engagements working closely with our partners over time to ensure action is taken and support implementation

Oversee project management and work plans and take significant responsibility for key milestones and deliverables.

Manage and coach junior team members, while closely collaborating with our Principals and Partners to develop your own skills and experience to become Principal at Open Capital

Support business development and new idea origination and build your own deep networks and develop innovative solutions with our partners

Who you are

You want to make a difference in your work and share our optimism for what we can achieve!

You have...

8-12 years of proven experience at a top global management consulting firm, investment firm, or experience as an entrepreneur or leader in a high-growth business, with significant responsibility for deliverables and client service. MBA or advanced degree helpful but not required

Ability to effectively work with clients at all levels and backgrounds, managing complex situations with many stakeholders. Experience in Africa is preferred but not required

Interest in sectors helping drive African economies, such as agriculture, energy access, financial services, healthcare, among others

Experience managing teams and coaching junior team members

Excellent communication and analytical skills

Professional fluency in English with fluency in French or African languages as a strong plus. Applicants interested in Abidjan & Dakar locations should be fluent in both French and English

Note: OCA currently offers work permit sponsorship for all offices except Cote d'Ivoire, Nigeria, Senegal, and Ghana. Work authorization in these locations is a prerequisite for employment.

Reach out to us

If you're passionate about driving change while working with our amazing team, tell us about yourself by filling out the recruiting form and sharing your CV. We greatly appreciate your interest, but only shortlisted candidates will be contacted due to the high volume of applications.

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