

Consultant/senior consultant job description

Location: London

Contract term: Full-time

Remuneration: Competitive salary, dependent on experience; eligibility for an annual bonus

Company profile

Africa Matters Ltd (AML) is an Africa-focused consultancy providing strategy, risk and stakeholder engagement advisory services to a range of international blue-chip clients.

We are looking for an outstanding candidate to join our team to contribute to client projects and support the company's growth. The selected candidate will benefit from: a highly rewarding work environment; an exponential learning curve; exposure to different business sectors in a variety of African jurisdictions; and access to AML's excellent networks across Africa, and the international public and private sector communities.

Founded in 1997 by the UK's longest-serving minister for Africa, our origins are unique. Established with the aim of supporting investors and companies operating in Africa, internationally, we were at the forefront of promoting the continent as a place in which commercial activity could result in both attractive financial returns and a positive development impact.

Over the past 24 years, our focus and services have developed in tandem with Africa's commercial evolution. Our sectoral exposure has become increasingly diversified, as new and dynamic industries have emerged across the continent. We are proud to have supported the growth of these sectors, counting many of the most well-recognised investors in industries such as development finance, renewable energy, telecommunications, and transportation and logistics, as clients.

Job summary

The consultant or senior consultant will play a leading role in supporting AML's clients operating in all regions of Africa. They will be responsible for managing complex business intelligence and risk projects, while also supporting our high-level engagement and interventions work in the region.

Responsibilities

- Manage and conduct Africa-focused business intelligence and risk projects
- Develop and maintain a high level of regional, country, and sectoral expertise
- Build and maintain trusted client relationships, while effectively executing client account management plans
- Plan, manage and deliver complex reputational due diligence investigations
- Proactively identify business development opportunities and work with senior colleagues to develop new client relationships
- Support AML's marketing initiatives through, for example, the production of expert thought leadership
- Network with key public sector stakeholders to build strong, trusted, relationships
- Represent AML at relevant events and provide expert commentary to media outlets

Requirements

- Bachelor's degree in a relevant discipline, for example, international relations, with a master's degree preferred
- A minimum of two and a half years' experience of managing and conducting complex Africa-focused business intelligence and risk projects, particularly those relating to political analysis and/or stakeholder mapping
- Strong knowledge of the continent's political and commercial dynamics, gained through relevant professional experience and/or having lived or worked in the region
- Existing networks of public and private sector contacts in Africa, for example, government officials and business executives, and a willingness to proactively expand these networks
- Excellent written and oral communication skills, particularly the ability to write clear and concise client briefings and reports to tight deadlines with minimal guidance
- High levels of dynamism and proactivity, with a 'can-do', self-starter attitude
- An ability to serve clients with the utmost discretion and diplomacy
- Experience in business development, with a genuine enthusiasm for growing AML's client base
- Language skills beyond English are an added advantage, namely French, Arabic, Portuguese, Swahili, Twi, Igbo or Yoruba

Application

To apply to this role, please send a CV, a writing sample, and a cover letter outlining your suitability for the position to jobs@africamatters.com. The deadline for applications is 5 November 2021.