

WASAFIRI CONSULTING - RECRUITMENT

Commercial & Operations Director

(\$80,000 - \$95,000 USD package) Ideally based in Nairobi

WHO WE ARE

Wasafiri is a fast growing, values-led consultancy business, committed to delivering change in Africa. Established in 2010 by a small group of British, Zambian and Rwandan consultants, we are relentlessly optimistic about Africa's future.

We work across a range of key issues – including agricultural development, conflict and stabilisation, climate change and institutional development; and we specialise in facilitating and supporting multi-stakeholder processes. We work in this way because we believe that no single person or organisation has the power, resources or ideas to drive change alone. Therefore to transform the political, economic or social systems that enable or constrain them, companies, governments, communities and other partners must act together.

We operate from bases in the UK, Rwanda and Kenya and are currently delivering work in over 10 countries, with clients from across the public and private sectors.

WHO WE ARE LOOKING FOR

We are recruiting for a new Commercial & Operations Director. We are looking for someone excited to take a lead in growing our business; someone with a strong commitment to delivering change in Africa; a proven track record of leadership; an entrepreneurial spirit; an ability to build and execute a commercial strategy and excellent people management skills.

KEY REQUIREMENTS:

- Values driven with a commitment to Africa
- Ability to lead the business's commercial strategy and development
- Experience leading projects, people and organisations
- Track record of developing business, ideally within Africa and the development sector
- Excited about growing a business through which to have a positive impact
- An entrepreneurial approach and desire to be in a start-up environment
- Outstanding relationship skills
- Ability to demonstrate high quality professional skills and a drive for excellence
- History and experience of working in consultancy
- Ideally based in Nairobi
- Willingness to travel

JOB DESCRIPTION

As Commercial & Operations Director you will work closely with the Managing Director to lead the business day-to-day and drive the growth of Wasafiri. We are a start up business and you will be involved in all aspects of the strategic development and management of Wasafiri.

Specific responsibilities will include:

- **Commercial Development** (50%)- you will lead in developing and executing our commercial strategy.
- **Operational Management** (40%)- you will have day to day responsibilities for clients, projects and people management to ensure we deliver high quality work

- **Internal Management** (10%)- you will be part of the management team and work alongside the Managing Director and other directors to shape the strategy, direction and development of Wasafiri.

We anticipate that we will recruit a new Managing Director in mid 2016 and the Commercial & Operations Director would be part of a small, internal, talent pool that would initially be considered to take on this primary leadership role.

KEY ACTIVITIES INCLUDE:

- Developing Wasafiri's commercial strategy
- Managing and growing key client relationships
- Promoting Wasafiri and raising our profile
- Leading the development of high quality, innovative proposals
- Commercial and managerial oversight of projects
- Managing key accounts and client relationships
- Mentoring and coaching consultants
- Marketing and communications strategy
- Occasional delivery work with clients

Wasafiri is a values led business. We have a strong internal culture and are looking for a leader who wants to be part of an enthusiastic, friendly, organisation – someone with the spirit to make change happen.

RECRUITMENT PROCESS

To apply for the Chief Commercial & Operations Officer post please send a CV and covering letter to Kate Simpson at kate@wasafiriconsulting.com. Please include references, although these will only be contacted with permission.

Feel free to get in touch if you require more information about the role.

Initial closing date: 12 June 2015. We will be reviewing applications as they arrive and will appoint once a suitable candidate is identified. Late applications may be considered.

There will be a two-step interview process and we aim to conduct interviews in June and July 2015.