



Internship in an investment and management startup focusing on education (6-months + possible full-time)

Topic: Contribute to the development of a startup education investment & management company

About Enko Education Investments

Enko Education Investments aims to democratize high quality education at affordable price, by building the largest network of private schools in Sub-Saharan Africa. Enko Education's model is to acquire existing private schools and upgrade both the teaching/learning experience and the management processes to ensure quality and profitability.

Enko Education Investments manage its portfolio private schools as any private company. We leverage best practices from other industries and adapting those to the education field. We rely on education expert to provide the relevant evolutions to the curriculum and teaching environment. We focus on performance, profitability and sustainability. The company was incorporated early 2013 and is a spin-off of Enko Capital (<http://www.enkocapital.com>) and LiquidAfrica (<http://www.liquidafrica.com>).

Objectives of the Internship

Enko Education has just closed its first investment, in a private school in Gauteng region.

A first objective of the internship is to integrate this school in our portfolio and set the ground for a short and long term success.

A second objective is to build an on-going methodology to reuse as much as possible the key learnings from this first experience and serve our further investments.

A third objective is to support our business-development effort to run further investments in the sub-Saharan region and grow our school portfolio.

Expected Tasks

Tasks include:

- Management of the school upgrade project
- Definition and implementation of a marketing strategy to
 - Reach attendance objectives for the start of year through a relevant communication plan
 - Increase retention by building a strong relationship with existing parents
- Definition of the management processes of the school
 - define the tools and processes to secure the financial management of the school (reporting, IT)
 - define the governance and reporting principles to ensure to the holding (Enko Education) the right level of monitoring of the investment
- Identification of strategic improvements
 - identify, select and manage key suppliers to decrease purchase costs
 - identify and implement new sources of revenue
 - identify industry best practices and possibly implement them
- Formalize a methodology to replicate everything in our next acquisition
- Support ad-hoc analysis (benchmarks, financial models, specific research...)

The intern will be exposed to a wide variety of challenges, in the field of marketing, finance, project management. He/She will gain experience in how to manage a company and how to run investments.

Finally, this internship may lead to a full-time position.



Expected Profile

The candidate must have a master or bachelor degree with demonstrated aptitude in finance, marketing or accounting. Background or experience in education is not expected (although genuine interest is of course important).

Here are some of the important required skills:

- Strong oral and written communication and presentation skills,
- Strong finance, analytical and modelling skills (Excel),
- Outstanding organizational skills (this is the most important requirement) and capacity to meet deadlines and work under pressure,
- Capacity to switch from high level strategic view to hands-on day to day operations ... in the same discussion
- Willingness to work in a startup environment where priority can change from day to day,
- Capacity to interact with people from different backgrounds: professors, school principal, financial analysts.

Logistics

- The internship will be based in Sandton (our office) and Randburg (the school) - mobility is a plus as the work will be split between those two locations
- Expected duration is 6 months, starting asap.
- Compensation is competitive and market-related; will depend on candidate's profile and experience

Application

Please send a CV and a one-page cover letter to Gaelle Yakeu Nana.
Recruitment manager: gaelle.nana@enkocapital.com