



Head of Group Business Development

We are looking for our first Head of Business Development to drive the growth of Enko Education, through acquiring businesses, selling management contracts and other ad-hoc project leveraging our capacity.

Your scope of activity will include:

- Originate business development opportunities:
 - **Acquisitions.** Majority and minority share investments in equity to expand our network of schools, carried out with own resources or in partnership with other investors
 - **Management contracts.** Exclusive management of schools owned by 3rd parties, leveraging on Enko's school operator capacity
 - **Value added consulting services.** Value added services to support corporations, investment funds and educational institutions
- Preparing the financial analysis and presentations supporting main development decisions
- Conducting due diligence on prospective investment and partnership opportunities
- Negotiating and structuring customized proposals with our delivery teams
- Preparing the legal documentation to support the execution of the deals

As an ideal candidate, you:

- Share our excitement to offer a top-notch international education to the African middle-class and understands the affordability challenges we face
- Embrace the Enko values like no one
- Combine the hard skills of an investment professional, the opportunity-driven mindset of an entrepreneur and the relationship skills of a salesperson
- Have 5 years of working experience, of which 2-3 in investment/M&A or strategy consulting roles
- Demonstrate strong interpersonal skills; adept at relationship building, sales and client management

More than a specific profile, we look for a fit: constant enthusiasm, can-do attitude, ability to adapt to the daily unexpected events and constantly moving objectives are required.

About Enko Education

Young African talent is **under-represented in the world's best universities**. In the United States alone, a census by UNESCO reveals 900,000 foreign students, of which only 31,000 originate from sub-Saharan Africa. Meanwhile, 100,000 students come from India, a country whose population size and GDP per capita are similar to that of sub-Saharan region. This discrepancy is explained by the **inadequacy of traditional education to prepare learners to enrol in such universities**.

Enko Education is an **Africa-wide fast-growing network of international schools**, preparing learners across Africa for admission to the world's best universities.

To that end, Enko Education develops an innovative education model relying on internationally-recognized curriculum, such as the **International Baccalaureate Diploma Programme**. By adopting an asset-light strategy and relying on extensively trained local teachers, Enko Education operates with **schools fees which are on average a quarter of those charged by other international schools** in Africa, thus enlarging drastically the population eligible to such quality education. Early results have been impressive as Enko learners have joined top universities like Yale University (USA), Sciences Po (Fr), University of Toronto (Canada), African Leadership University (Rwanda) and many more.

In four years, Enko Education has opened **twelve schools in Senegal, Cameroon, Mozambique, Côte d'Ivoire, Mali, Burkina Faso and South Africa** and will now accelerate its development with an objective of running 40 schools in the next five years. World-renowned financing institutions, including Proparco (Groupe AFD), I & P, Oiko Credit and LiquidAfrica, support Enko Education's ambition.

Please apply online: www.enkoeducation.com/careers