

Savo Recruitment Opportunity – Project Manager – Jan 2024

The Company

Savo is a fast-growing Africa focused investment and project development company focused on building sustainable businesses across the continent. In less than 4 years, Savo has closed USD 85 million in transactions, supported investors identify USD 2.4 billion of sustainable investment opportunities and launched 3 portfolio companies. We are now looking to grow our team with dynamic leaders who can help generate opportunities, execute deals and build the business.

Spanning the spectrum of project development, business building and transaction support, we provide end-to-end advisory services to sponsors and investors and take equity in companies and launch our own businesses. To date, we have closed deals in Nigeria, Kenya, Ethiopia, Madagascar, Uganda and Cameroon. Assets include; sustainable industrial parks; port development; affordable housing; captive power; sustainable sourcing, and; carbon asset development. We are headquartered in London, with a subsidiary in Kenya.

The Opportunity

We are looking for an entrepreneurial **Project Manager** to join our team to help grow Savo. We are looking for an experienced “**management consultant**” **profile** who is able to build businesses. Key responsibilities include opportunity origination and providing businesses with a full suite of services required to grow – developing sustainable business strategies, running project management offices, and executing the operational, commercial and financing needs of the business.

You can expect to be involved in the following:

- **Sustainable business strategy** – Structuring businesses and developing business plans, marketing, pricing, development, operations, impact and financial strategies.
- **Project management** – Running project management offices and procuring, contracting and managing vendors and consultants.
- **Operational execution** – Providing entity and governance set-up, recruitment and capacity building support to establish new businesses and build teams.
- **Commercial execution** – Pitching, negotiating, structuring and closing deals with potential suppliers, customers and partners.
- **Transaction execution** – Pitching, negotiating, structuring and mobilising investment into sustainable projects and businesses (including equity, debt and grant as required).
- **Venture Development** – Identifying and pitching opportunities for Savo principal investment, developing the business plan, building teams, establishing SPVs and securing investment. Potentially taking management or board positions.
- **People Development** – Taking an active role in developing our team and contributing to the Savo culture and values.

Remuneration is competitive with compensation split across three buckets: base salary; bonus; and equity. Everyone in Savo is a shareholder and we practice full transparency on wages, remuneration and equity/bonus calculations.

The Profile

Qualifications:

- **Educational Background:** A minimum of a Bachelor's degree from a reputable university. An advanced degree (MBA or equivalent) is desirable.
- **Professional Experience:** A proven track record as a management consultant with at least 3-5 years of experience, preferably gained from a prestigious consulting firm.

Key Competencies:

- **Strategic Thinking:** Demonstrated ability to develop sustainable and commercially-sound business strategies, conduct feasibility studies, and create comprehensive plans encompassing marketing, pricing, development, operations, impact and financial aspects.
- **Project Management:** Extensive experience in running project management offices, adept at procuring, contracting and managing consultants. Proficiency in overseeing project timelines, budgets and deliverables.
- **Analytics & conceptual thinking:** Proficient in crafting impactful PowerPoint presentations and creating sophisticated investment models in Excel, showcasing a keen eye for detail and analytical expertise in translating complex data into clear, compelling visuals for effective communication and decision-making.
- **Execution:** A proven ability to initiate and execute commercial, operational and other business-related deliverables independently and as part of a team.
- **Venture Development:** Entrepreneurial mindset with the capability to identify and pitch opportunities.
- **People Development:** A commitment to actively contribute to team development, fostering a positive culture and upholding the values of Savo.

Additional Requirements:

- **Global Perspective:** Exposure to international projects, with a preference for experience in African markets.
- **Sector Expertise:** Familiarity with sustainable asset classes, preferably within sectors such as real estate, manufacturing and sustainable land use development.
- **Geographic Flexibility:** Willingness to travel and work across Savo's project locations, including but not limited to Kenya, Uganda and Nigeria.
- **Communication Skills:** Excellent verbal and written communication skills, with the ability to effectively interact with diverse stakeholders including clients, partners and internal teams.

Personal Attributes:

- **Entrepreneurial Spirit:** Proactive and self-driven, with a demonstrated ability to identify and capitalise on business opportunities.

- **Leadership:** Capable of leading teams, driving initiatives and making strategic decisions that align with Savo's growth objectives.
- **Adaptability:** Able to thrive in a dynamic and fast-paced environment, adapting to evolving project requirements and market conditions.
- **Collaborative Mindset:** Strong team player with a collaborative approach to problem-solving and a commitment to contributing to Savo's organisational culture.

Savo seeks a Project Manager with the expertise and qualities outlined above to play a pivotal role in driving the growth and success of the organisation.

We are broadly location agnostic, with a preference for London or Nairobi, and are comfortable to explore sponsorship where it makes sense.

Our Values:

We are a values driven company and our culture is important. We approach things as follows:

- **Think Big:** We aspire to change the world and are pragmatically optimistic in the work we do.
- **Be Creative:** We innovate, bring new ideas and challenge conventional wisdom.
- **Get Stuff Done:** We are practical, action oriented and prioritise execution in achieving our mission.
- **Embrace Risk:** We are entrepreneurial, take risks and are not afraid to fail fast.
- **Be Radically Transparent:** We only do things we believe in and enable the difficult conversations.
- **Bring Respect:** We act with integrity, valuing all people and perspectives – the best idea wins.

Interested?

We are hiring for this role on a rolling basis, with the aim to fill the vacancy by **April 2024**, so apply as soon as you can. Please send CV and short cover letter/email. Be clear, concise and convincing.

Contact us: info@savo.earth