



Senior Associate Job Description

WHO WE ARE

Open Capital is a diverse, global team of 170+ focused on advancing African economies and solving some of its most pressing challenges. We are advisors to the most innovative businesses, investors, and donors to scale businesses, structure and invest capital, and enable market-based solutions.

Since we founded Open Capital in 2010, we have completed 1,600+ engagements across 30+ countries in Africa. Our clients have transformed local industries in agribusiness, energy access, financial services, healthcare, and water & sanitation, among others. We have closed >\$ 1.5 Billion in capital raises in Africa and are now leading design for a new generation of market-building mechanisms, including new investment vehicles, market accelerators, and more.

Today, our Africa-based team is a diverse mix of talented individuals from 15+ nationalities and we are proud to have strong gender representation across levels. Our team has expansive experience from the world's top consultancies, private equity firms, investment banks, and development organizations such as BCG, McKinsey, Citigroup, World Bank. We have built a platform to drive change through African markets and are seeking exceptional team members to join us in Nairobi, Kampala, Accra, Abidjan, Dakar, Lusaka, or Lagos.

THE ROLE

You will work on multiple client engagements across a range of industries, with a focus on developing growth strategies, supporting financial transactions, advising on market innovation and thought leadership, and more. You will work closely with teams of Project Leaders and Analysts and engage directly with clients.

Key Responsibilities:

Work alongside our world-class team to help clients solve difficult and important challenges to their growth and to impact across African markets and economies. See [here](#) for various past examples.

Support to design growth strategies and/or new financial products, structure transactions, enable investment readiness for innovative companies, and more;

Create financial models, conduct market research and analysis, strategic planning and supporting client presentations and communication;

Develop highly impactful written, visual, and quantitative deliverables (in Word, PPT, and Excel) with increasing autonomy and ownership.

WHY JOIN US

We are a diverse, highly motivated team with a dual mission: advance African economies & build generations of business leaders. Our culture enables us to deliver exceptional client outcomes and support each other as we grow into global leaders. We enjoy solving big, tough challenges and working with great people to do it!



WHO YOU ARE

You want to make a difference in your work and share our optimism for what we can achieve!
You have...

- 3-5 of years of proven working experience in management consulting, investment banking, investing, or a high-growth business with significant responsibility for client projects deliverables and client service;
- Strong communication skills and excellent analytical abilities, ability to distil information quickly and structure solutions to problems;
- Ability to effectively work with clients at all levels and backgrounds;
- Bachelor's degree from a recognized institution. MBA or advanced degree is an added advantage but not required;
- Professional fluency in English. Applicants interested in Abidjan & Dakar locations should be fluent in both French and English.

REACH OUT TO US

If you're passionate about driving change while working with our amazing team, tell us about yourself by filling out the [recruiting form](#) and sharing your CV. We greatly appreciate your interest, but only shortlisted candidates will be contacted due to the high volume of applications.



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