

# Greentec Capital is growing... and hiring!



## Job Description

<b>Job title</b>	<b><i>Senior Company Builder (s) (Team) (m/f)</i></b>
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### **Job Description**

GreenTec Capital GmbH is growing its portfolio of start-ups operating on the African continent and is looking for Senior Company Builders to support our start-ups through the process of their development. The focus of the responsibilities will be to support start-ups in optimizing their business models and to playing an active role in the design and implementation of strategic execution plans that will transform them into great companies. In parallel, you will be responsible for empowering the start-up's founders to ensure that they have a full understanding of their extended business.

The company-building department is an integral part of Greentec Capital Partners (GCP). It helps GCP portfolio companies to develop and takes an active role in the construction of optimized business models and positioning their operational setup. GCP invests in promising start-ups and early-stage companies to access innovative business models/technologies, innovative products, and services to promote their impact on the local population environmentally and socially.

### **Duties and responsibilities**

- Use different sources to look for, analyze, and acquire impactful and innovative start-ups or early-stage companies from Sub-Saharan Africa that have growth perspectives in Africa and beyond.
- Scouting, screening, and analyzing new ventures and potential founders (incl. being the first point-of-contact for external venture ideas/proposals)
- Accompany those acquired start-ups, provide custom-tailored operational support to transform companies, and help them create the additional added-value necessary to bridge funding gaps and early crucial phases.
- To identify, assess and lead implementation of partnership opportunities with European partners to enable integration of new technologies and/or services and unlock new revenue streams for portfolio companies. Presentation of screening results to the Investment Committee and Top Management
- Advise, motivate, and empower entrepreneurs
- Conceptualize and execute key growth initiatives
- Own and develop our most important strategic projects
- Review, optimize, and implement processes for scalable topline development
- Set up and/or lead cross-functional project teams.
- Develop KPI systems and track improvements
- Communicating with internal and external stakeholders (e.g. management team, clients, portfolio companies, external service providers)
- Strong interaction with local partners

### **Qualifications & Experience**

- Academic background, Master's Degree/ PhD, preferably in a natural sciences, technology or business administration / economics
- 10+ years' experience in Consulting, with entrepreneurial experience
- Creative personality

- Experience in working with start-up personnel/in a start-up environment and experience as start-up entrepreneur.
- Project Management and being timeline driven is essential
- Fluent Business English, Business level French a plus.
- Deep understanding of sustainable business models within at least one of the following sectors: Agriculture / Sustainable Resources / Digitalization.
- Highly developed interpersonal and communication skills: customer focused with excellent negotiation, mediation, and diplomatic skills; experience acting as an advocate for inclusive businesses. Ability to define, articulate and contribute to business development strategies
- Proven cultural sensitivity in order to fit within a multinational project team
- Very strong analytical and conceptual capabilities
- Demonstrated ability to manage people with an entrepreneurial mindset
- Operationally oriented (hands on) personality
- Must have strong skills in at least one of the following IT, Business, Finance

### **Working conditions**

We are looking for a full-time employee based in Frankfurt-am-Main. Willingness to travel on several occasions (specially to meet start-ups) is expected. You will report directly to Dean Hastie, Business Manager of GreenTec Capital. Fixed remuneration depending on commitment and qualification + bonus. You will have the opportunity to take responsibility quickly, craft and build efficient processes in an early-stage, venture-backed, scaling and technology-enabled company as a part of an international, interdisciplinary team.

### **About GreenTec Capital Partners**

GreenTec Capital Partners are long-term investors that join forces with start-ups from the proof-of-concept stage onwards. Hereby we target start-ups with sustainable business models to create accessible investment opportunities with economic, social, and/or environmental impact in Africa. Our team of experts join the operational team of each start-up and focus on improving the respective operational activities to foster the chance of a sustainable success.

We fund and/or facilitate access to adequate funding opportunities that fit to each start-up's individual stage of evolution (development / expansion / growth). Instead of straining their cash positions, we favor "work for equity" deals to build up a dynamic portfolio and create economic value for our partners.

[www.greentec-capital.com](http://www.greentec-capital.com)

### **How to apply?**

Please send us your Cover letter and CV to [jobs@greentec-capital.com](mailto:jobs@greentec-capital.com)



GREENTEC CAPITAL is committed to employment equality and therefore welcomes applications from men and women regardless race or ethnicity, age, nationality, religion, disability, sexual orientation or philosophy of life.