

# Greentec Capital is growing... and hiring!



## Job Description

<b>Job title</b>	<b><i>Senior Company Builder (s) (Team) (M/F/D)</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 a Senior Company Builder(s) who will support our start-ups through the process of their development. The focus of the responsibilities will be to support them in optimizing their business models and to play an active role in the design and implementation of strategic executive plans that will turn 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 and growth opportunities.

The company-building department is an integral part of GreenTec Capital Partners (GCP). It supports GCP portfolio companies in developing and taking an active role in the construction of optimized business models and 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

### **Duties and responsibilities**

- Use different sources to identify, analyze, and acquire impactful innovative start-ups or early-stage companies from Sub-Saharan Africa that have strong growth perspectives in Africa and beyond.
- Presentation of analyses of potential start-ups to the Investment Committee and Top Management for approval.
- Accompany selected Portfolio Start-ups applying our “co-founder as-a-service” model by providing custom-tailored operational support that transforms companies and helps them to create the additional added-value necessary to bridge funding gaps and succeed through early crucial phases.
- Provide, as necessary, hands-on support founders across a variety of domains including but not limited to: sales, marketing, strategy, fundraising, team management, financial modeling, communications; with the support of GreenTec's expert team.
- Advise, motivate, and empower entrepreneurs.
- Communicate with internal and external stakeholders (e.g. Management Team, Clients, Portfolio Companies, external service providers)
- Actively engage with local partners.
- Execute new transformative strategic approaches.

### **Qualifications & Experience**

- Academic background, Master's Degree/ PhD, preferably in a natural sciences, technology or business administration / economics
- 10+ years' experience in Consulting, and/or start-ups including several years with a focus on Africa or emerging markets
- Strong interest, passion for Africa entrepreneurial ecosystem
- Established network within Africa ecosystem is a strong plus
- Committed and result driven personality
- Experience in working with start-up personnel/in the start-up environment and experience as start-up entrepreneur. Advanced communication skills.
- Project Management and being timeline driven is essential
- Fluent Business English required, 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 distributed team
- Very strong analytical and conceptual capabilities
- Demonstrated ability to manage people with an entrepreneurial mindset
- Operation oriented (hands on) personality
- Must have high skills in at least one of the following IT, Business, Financial

### **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 Xavier Chapel, Head of Venture Building team at GreenTec Capital. Fixed remuneration depending on commitment and qualifications + Bonus.

### **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.