



SENIOR CONSULTANT BOTHO EMERGING MARKETS GROUP

About Botho

Botho Emerging Markets Group is a leading advisor and consultant to investors, companies, governments and nonprofits navigating the world's fastest-growing markets.

We shape the future of emerging markets by connecting Africa, Asia and the Middle East.

At Botho, we:

- Strategize - we offer clients the expertise they need to work smarter and grow faster.
- Invest - we support investors across the Global South with unrivalled networking, market intelligence and exposure to business opportunities in Africa
- Partner - we work closely with foundations, impact investors and philanthropists to mobilize capital in service of social change
- Transform - we engage policymakers in Africa, Asia and the Middle East to build partnerships that accelerate private sector development

Botho is the Setswana word for respect, which shapes our approach to our vision. The firm is jointly headquartered in Dubai and Nairobi, with additional Fellows and Associates in different parts of the world.

Position Overview

Botho has an immediate opening for a Senior Consultant in Nairobi or Dubai. A successful candidate will be a motivated, well organized, and reliable self-starter with demonstrable knowledge of and interest in key issues (geopolitical, economic, and development) in emerging and high growth markets in Africa and/or the Gulf Region, and possess strong analytical and communication (both verbal and written) skills. Experience in data analytics and/or investment promotion are a plus. The Senior Consultant will report to Botho's Director in our Nairobi office.

Position Responsibilities:

- Lead the process of developing major client deliverables end-to-end, including writing and editing reports and presentations and managing teams of analysts towards project goals.
- Lead new and special initiatives within Botho, based on organizational needs as well as personal expertise.
- Participate in business development, including writing project proposals, attending meetings with potential clients, and originating new business for Botho.

- On a project basis, lead engagement and relationship management with clients and act as a conduit of information between Botho's leadership, project teams, and the client.
- Author and co-author blog posts, memos, articles, and op-eds with senior management and other team members.
- Assist with team development and hiring of new Botho Analysts and Associates, including overseeing Botho's internship and analyst-in-training program.

Position Requirements:

- Bachelor's degree in social sciences (e.g. political science, economics, international relations, etc.), business/finance, or other related fields is required. Strong preference for candidates with multidisciplinary training and orientation.
- Years of experience: 5-8 years of relevant work experience.
- Language: Fluency in English required. Proficiency in Arabic is strongly preferred for candidates applying to the Dubai office and proficiency in French is highly desired for all candidates.
- Track record of success in managing projects with multiple moving parts that required thinking creatively and holistically, identifying and resolving a key strategic challenge, working with or across multiple stakeholder groups, and delivering against tight deadlines.
- Analytical skills and a capacity to conduct sophisticated and rigorous analyses of both quantitative and qualitative information.
- Excellent writing, editing and oral communication skills; ability to organize and present complex information in a clear, concise, and persuasive manner.
- Skilled at facilitating meetings and/or making presentations to small and large groups.
- Demonstrated ability to build relationships at all levels of an organization, often in complex and sensitive environments.
- Demonstrated interest in African economic and development issues.
- Demonstrated interest in building and managing teams.

Position Preferences:

- Prior experience working in Africa and/or the Gulf region
- Prior experience working in multicultural contexts/environments
- Prior experience working on data analytics and analyzing large sets of data

Salary

- Commensurate with Experience

*We are open to considering remote working arrangements for outstanding candidates.

HOW TO APPLY

Candidates should submit a resume (1 page) or CV (no longer than 2 pages) and cover letter to careers@bothold.com. Please indicate your office of interest or your preference for a remote position in your cover letter. All documents should be in PDF format.