



**JOB TITLE:** Regional Director for Africa

**LEVEL:** Senior Level Position

**LOCATION:** Kenya or South Africa

**JOB TYPE:** Full-time

**REPORTING TO:** WEConnect International President and Chief Marketing Officer

### **JOB SUMMARY**

WEConnect International has been growing steadily and is now seeking to accelerate growth dramatically. Therefore, the position requires that the individual is mission-focused, strategic, collaborative, self-motivated, adaptable, and a demonstrated leader. The position involves oversight of the deliverables of four contractors and all efforts and engagements of WEConnect International in Africa. Lead market representatives in Africa to support and expand the local impact of WEConnect International.

### **BUSINESS DEVELOPMENT AND MARKETING RESPONSIBILITIES**

- Head business development efforts and manage regional resources to build long-term, trusted relationships that produce outcomes in line with regional strategy, partnership agreements, and programs in Africa.
- Develop new funding sources, grow organizational networks, and deliver high-quality services and products for women-owned businesses.
- Work with region resources to develop and implement country-level strategies for recruiting local women-owned businesses and developing their skills and capacities for business success.
- Manage region resources to map current corporate relations, identify partnerships, and generate leads for new sources of grants and funding.
- Engage member buyers of WEConnect International in opportunities to interact with local women-owned businesses and to develop initiatives or programs that support the success of local women-owned businesses and their access to markets.
- Identify opportunities for engagement with new member buyers to increase partnerships.
- Adapt global materials that ensure a consistent message, brand, engagement, and value-added services for diverse stakeholders in Africa.
- Collaborate with Global VP of Membership Development and Market Leads to identify and recruit new potential members and to guarantee value delivery for network of member buyers.

### **EFFECTIVE ORGANIZATIONAL MANAGEMENT AND DEVELOPMENT RESPONSIBILITIES**

- Manage local market resources performance and ability to meet strategic goals and objectives directly tied to impact and value-added services.
- Meet with key stakeholders to elevate the profile of WEConnect International, build relationships with potential funders and thought leaders, and strengthen relationships in Africa.

- Participate in all team and member calls to provide information about achievements, challenges, and best practices.
- Lead regular advisory calls with members and market resources.
- Work with the global team as the project lead in the Africa, including scoping of timelines, budgets, and team implementation to deliver the organization's key targets and benchmarks.
- Support the CEO, CMO, and COO's travel to regional meetings, events, and engagements to ensure that trips deliver the highest impact and meet strategic objectives, including developing short briefs on relevant local issues.
- Draft Statement of Work for events and programs in the region and conduct events.
- Manage teams in person and/or remotely and lead multi-country strategies.

## **EDUCATION/HANDS-ON EXPERIENCE REQUIRED**

- Solid educational background – undergraduate degree required, MBA, or similar advanced degree highly desired.
- Over seven years of working experience in Africa with extensive knowledge of the markets and local socio-economic issues.
- Demonstrable success in developing and implementing strategies and work plans that produce measurable outcomes and contribute to organizational goals and growth.
- Established network of relevant stakeholders working on women's economic empowerment, entrepreneurship and/or supplier diversity and inclusion.
- Ability to develop and maintain good working relationships with government, corporate, SME, multinationals, and NGO networks.
- Awareness of issues affecting women-owned businesses in the region, particularly the specific barriers faced by women entrepreneurs, with preferred experience or working knowledge of women-owned businesses in Africa.
- Track record of identifying, establishing, and managing strategic partnerships.
- Functional experience with supply chain systems and procurement processes, both locally and internationally, is highly desired.

## **ADDITIONAL REQUIREMENTS/QUALITIES**

- Fluency in written and spoken English and one other African language: French, Swahili, or Arabic ideal.
- Ability to travel as needed (when permitted post COVID) throughout Africa.
- Thrives in a fast-paced environment.
- Ability to work alone, as a part of a team, and to set and meet targets independently and to manage and deliver projects to timelines and budgets.
- A 'self-starter' with excellent motivational skills, enthusiasm, vision, and a willingness to think big and encourage the team to develop approaches to overcome challenges.



**About us:** WEConnect International, a member-led global non-profit, helps women-owned businesses access and succeed in global value chains. WEConnect International has, since 2009, provided business education, certification, and business connections to companies based outside the United States that are at least 51 percent owned, managed, and controlled by one or more women. WEConnect International corporate members represent over \$1 trillion in annual purchasing power and are true pioneers in inclusive sourcing and global supplier development. [www.WEConnectInternational.org](http://www.WEConnectInternational.org)

**Core Values and Culture:** As we continue to grow our impact, WEConnect International will attract and hold accountable members, partners, staff and stakeholders based on these core values, which help to define our culture, brand and operational strategies.

- Embrace Diversity and Inclusion to Unleash Potential
- Demonstrate Passion for Women's Economic Empowerment
- Make a Positive Difference in the World
- Deliver Stakeholder Value
- Exemplify Integrity in Everything We Do
- Pursue Teamwork with a Shared Vision and Purpose
- Embrace Openness, Trust and Candid Communication

**HOW TO APPLY:**

Qualified candidates must submit a single PDF document that includes a cover letter and resume with your salary requirements. Please send these documents to [jobs@WEConnectinternational.org](mailto:jobs@WEConnectinternational.org)

**USE SUBJECT LINE:**

Regional Director Africa\_ YOUR NAME

**NO PHONE CALLS PLEASE:** We regret that we are unable to respond to individual inquiries about the position. WEConnect International is an Equal Opportunity Employer.

WEConnect International is an Equal Opportunity Employer. All aspects of employment will be based on merit, competence, performance, and business needs. We do not discriminate based on race, color, religion, marital status, age, national origin, ancestry, physical or mental disability, medical condition, pregnancy, genetic information, gender, sexual orientation, gender identity or expression, veteran status, or any other status protected under federal, state, or local law.