

## Job description

### M&A Director – Paris / Abidjan

#### About Enexus

Enexus ([www.enexus-finance.com](http://www.enexus-finance.com)) is an M&A boutique that helps firms invest and grow in Africa. We offer M&A, fundraising and financial advisory services.

Founded in 2018, Enexus has quickly become one of Africa's leading M&A boutiques. Enexus has worked in more than 20 African countries, including frontier markets, and developed a solid footprint in West, East, Central and Southern Africa, as well as in the Indian Ocean.

Enexus serves a wide variety of clients, including multinationals, investment funds and family-owned groups in Africa. We focus on industries that create long-term value to African economies. We favour sectors with high local content and strong potential for job creation. Specifically, we developed a solid expertise in FMCG, agribusiness, manufacturing, telecom, energy, financial sector, health and technology. Our track record includes several cross-border transactions involving investors from Africa, Europe and Asia. We believe that working with dynamic companies in promising industries enables us to contribute to sustainable growth in Africa.

We invite you to visit our website to find out more about our geographic scope, the clients we serve, and the projects we execute (<https://www.enexus-finance.com/project/>).

Enexus has offices in Paris and Abidjan.

#### Contact

For all applications, please contact Enexus at [jean-laurent.pyndiah@enexus-finance.com](mailto:jean-laurent.pyndiah@enexus-finance.com), copy [julien.lefillieur@enexus-finance.com](mailto:julien.lefillieur@enexus-finance.com)

Only applications sent by email will be reviewed.

## M&A Director – Full-time position

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**Position:** Director

**Experience:** 10 years+

**Location:** Paris or Abidjan, with travelling in Africa

**Contract:** Full-time

**Start date:** Between July and December 2024

### What you will do

As a Director at Enexus, your mission will focus on:

- Supervising the execution of M&A and fundraising transactions, including:
  - Preparation of information package and marketing materials (teaser, information memorandum, business plan, management presentation, data room)
  - Relationship management with clients and other parties involved in the transaction (incl. potential investors / acquisition targets)
  - Monitoring of investors' due diligence and negotiations with potential investors / acquisition targets
  - Monitoring of legal firms in the drafting of legal documentation
- Prospecting new clients and developing Enexus pipeline of projects:
  - Preparation of, and participation to, business development field trips in Africa
  - Identification of new business opportunities through targeted outreach, networking, and relationship-building activities
  - Preparation of commercial proposals to prospective clients
  - Monitoring of knowledge capitalization works, including the development of Enexus client database
- Managing and training Enexus' junior teams:
  - Management of Enexus analysts and associates on transaction execution
  - Training of junior team with specific capacity building sessions
  - Participation to the recruitment of new staff
- Participating in the management and administration of Enexus offices

### About you

We are looking for a highly motivated candidate with the following profile:

- At least ten years of experience in corporate finance and/or private sector development in a financial institution focused on the African continent (e.g. M&A boutique, private equity or debt fund, bank, development finance institution)
- Master's degree from a top business or engineering school or university, with a specialization in economics, finance or any other field with significant coursework related to these areas
- Ability to build and maintain business relationships

- Genuine interest in development and finance topics with a deep understanding of the African business landscape
- Strong work ethic, high level of autonomy, analytical and writing skills, proactive and persevering mindset
- Management and mentoring skills
- Fluent in French and English

