

Job description

M&A Director – Full-time position in Nairobi

Position: Director

Experience: 10 years+

Location: Nairobi

Contract: Full-time

Start date: from November 2026

About Enexus

Enexus (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 established itself in just a few years as 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.

Our clients include a wide variety of players - from multinationals and investment funds to family-owned businesses and African champions. We had the opportunity to work alongside global names such as Unilever, Air Liquide, and AXA, as well as regional firms like Avisen in Senegal or I&M Group in East Africa. Our client base also includes private equity funds such as Apis Partners, Adenia or Amethis.

We focus on industries that create long-term value to African economies, favoring sectors with high local content and strong potential for job creation. More 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 encourage 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, and is currently opening an office in Nairobi.

What you will do

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

- Developing Enexus' business in East Africa, in particular:
 - Building and structuring the Enexus East Africa team

- Driving business development for Enexus in East Africa
- Identifying and developing relationships with financial institutions, family offices / conglomerates and major international groups that Enexus East Africa could work with
- Leading knowledge capitalization and market intelligence efforts in East Africa
- Identifying and executing transactions, leading a team, including in particular:
 - Preparing pitches, including market research, strategic and sector analysis, financial modelling and valuation work
 - Executing mandates across all phases, including:
 - Preparation of information (information memorandum, business plan, management presentations)
 - Data room set-up and due diligence follow-up
 - Client and counterparty relationship management and negotiation follow-up
 - Coordination with legal counsel on legal documentation
- Serving as the link with Enexus' France and International teams
- Managing and training Enexus' junior teams on transaction execution, with a primary focus on the East Africa team but extending to other Enexus offices as needed
- Managing and developing the Nairobi office, in particular:
 - Legal, organizational, administrative, logistical, communication and financial aspects of day-to-day operations
 - HR aspects, including management and development of the Enexus team
 - Strategic thinking on Enexus' market positioning and development strategy in East Africa

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 investment and financing structuring in a financial institution focused on the African continent (e.g. M&A boutique, private equity or debt fund, bank, development finance institution); candidates with fewer years of experience but an outstanding track record will also be considered
- 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
- Experience managing people; experience building a team from scratch is a plus
- Existing knowledge of, and network within, the East African market are a strong plus
- Ability to develop existing business relationships and build new ones
- Genuine interest in development and finance topics in the African continent
- Strong work ethic, high level of autonomy, analytical and writing skills, proactive and persevering mindset
- Management and mentoring skills
- Fluent in English, good command of French is a plus



Contact

Please contact Enexus at:

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Only applications sent by email will be reviewed.

