

Job description

M&A Senior Analyst / Associate – Full-time position in Nairobi

Position: Senior Analyst / Associate

Experience: 3-5 years

Location: Nairobi

Contract: Full-time (VIE eligible)

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 Senior Analyst / Associate at Enexus, you will support the opening of the Nairobi office and participate in:

- Supporting the opening and set-up of the Nairobi office, including its administrative, legal, logistical and organizational aspects

- Business development activities in East Africa to develop Enexus' network and pipeline of projects, including:
 - Screening of potential clients
 - Preparation of, and participation in, business development field trips
- Preparing commercial proposals to prospective clients, including:
 - Market research
 - Financial analysis, financial modelling, and valuation
 - Screening of potential investors / acquisition targets
- Executing 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
- Market research on the East African private sector, including:
 - Company or industry-specific research
 - Development of Enexus' East Africa database with an active market watch

About you

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

- Three to five years of experience in corporate finance and/or investment and financing structuring in a financial institution (e.g. M&A boutique, private equity or debt fund, bank, development finance institution, transaction services advisory firm)
- 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
- Comfortable working in a fast-paced, entrepreneurial environment, as part of the team opening Enexus' Nairobi office
- Existing knowledge of, and network within, the East African market is a strong plus
- 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
- 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.