



**Job Title:** Transaction Advisory Manager

**Who we are:**

**Africa Insight Advisors (AIA)** is a Dar es Salaam and Nairobi-based boutique Consulting and Investment Advisory Firm that works throughout East Africa. We work to provide critical insights and analysis and access to capital for our clients, spanning numerous industries and from start-ups to multinationals.

**On the investment side**, we prepare and bring African businesses and projects to the outside investment world- typically PE, Impact Investors, and Family Offices. We create all the key deal documentation, including comprehensive financial models, approach funds we feel would be a fit, and manage the deal process through to close. This includes working with our clients on deal structuring and negotiation, and managing the DD process.

**On the consulting side**, we work with multinationals interested in entering East Africa and helping them understand the operating environment and where they fit in. We conduct feasibility studies and market analysis, business assessments, network building, and strategic growth planning. We leverage extensive local knowledge to provide value-added insights and advice on how to do business in East Africa. Beyond market entry support, we specialize in change management—specifically around helping family-run operations modernize, improve, adopt industry and international best practices, and otherwise improve efficiency and profitability.

**What do we pride ourselves on:**

AIA attracts bold thinkers; we pride ourselves on attracting and training the best and brightest and turning them into dynamic business consultants with a broad range of experience and a comprehensive business-building toolkit. Being part of AIA means joining a highly collaborative and entrepreneurial team that provides private-sector business solutions. We don't chase development projects or donor funded initiatives- we aim to be the most commercial and private sector focused advisor in East Africa.

At AIA, no two engagements are the same; you will be immensely challenged by each new project, and you will grow into a well-rounded analyst who understands how to solve complex problems and grow East African businesses.

**Job Description:**

We seek a highly skilled and experienced Transaction Advisory Manager to join our dynamic team. The ideal candidate will possess a strong finance, accounting, and transaction advisory services background, proven leadership abilities, and excellent communication skills. As a Transaction Advisory Manager, you will lead and manage client engagements, execute the technical side of the deal process, provide strategic guidance, conduct due diligence, and oversee transaction processes from inception to completion. The position can be based in Kenya or Tanzania.



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## Key Responsibilities:

1. You will be responsible for end-to-end management of the transaction process, which includes either directly executing or managing colleagues in:
  - Origination and lead development, leveraging AIA's internal database and relationships, and your own network. Create strong relationships with businesses throughout the region, understand their growth ambitions and challenges, and position AIA (both Transaction Advisory and Consulting) to win business.
  - Assess the feasibility and overall attractiveness of potential engagements and collaborate with senior management to finalize engagement terms and prepare engagement letters or contracts.
  - Lead all financial analysis and valuation exercises, including building comprehensive forward-looking models, discounted cash flow models, and identifying comparables.
  - Build out decks that package the investment opportunity in a compelling, highly visual, and professional package.
  - Shortlist potential investors based on their mandate, as well as non-financial considerations on what a client may want an investor to bring.
  - Work closely with clients to develop optimal deal structures that align with their strategic objectives and maximize value.
  - Pitch the investment opportunity to shortlisted investors, and handhold the deal process.
  - Monitor critical milestones and deadlines to ensure timely completion of the transaction.
  - Assist clients in negotiations with counterparties, including preparation of negotiation strategies and tactics.
  - Recommend deal terms and conditions to mitigate risks and enhance deal attractiveness, while ensuring alignment between parties and taking into account key operational requirements of the client.
  - Oversee and manage due diligence processes, including financial, operational, legal, and regulatory reviews by coordinating with cross-functional teams to gather and analyze relevant information and data.
  - Manage the close of the transaction, ensuring alignment of investor and investee so as to maximize the chances of a healthy and value additive long-term relationship.



2. Manage, mentor and develop junior team members, providing guidance, feedback and support to facilitate their professional growth and development, while ensuring they are supporting transaction execution.
3. Build and maintain strong relationships with funds and capital allocators, keeping them abreast of AIA's transactions, understanding how their mandate may change over time, what they are working on, and constantly illustrate how our services can add value to them and their portfolio companies.

**Qualifications:**

- Bachelor's degree in finance, accounting, business, or related field; MBA or advanced degree preferred.
- 5+ years of relevant experience in transaction advisory services, investment banking, corporate finance, or related fields.
- Strong proficiency in financial analysis, modelling, and valuation techniques.
- Extensive experience leading and managing client engagements, with a track record of delivering high-quality results.
- Excellent interpersonal skills, with the ability to build rapport, influence stakeholders, and collaborate effectively across teams.
- Proven leadership abilities, including the ability to mentor, coach, and develop junior team members.
- Exceptional communication skills, both verbal and written, with the ability to convey complex financial concepts in a clear and concise manner.
- Detail-oriented with strong analytical and problem-solving skills.
- Ability to thrive in a fast-paced, dynamic environment, managing multiple priorities and deadlines effectively.
- Relevant professional certifications (e.g., CFA, CPA, CAIA), will be an added advantage.

Join us in shaping the future of transaction advisory services and making a meaningful impact on our clients' success. We want to hear from you if you are a strategic thinker, results-oriented leader, and team player passionate about finance and transactions. Apply now to be part of our growing team!

Please send your CV and cover letter to [info@africainsightadvisors.com](mailto:info@africainsightadvisors.com) and [alex@africainsightadvisors.com](mailto:alex@africainsightadvisors.com).