

Job Description

Principal, Business Development & Impact Management

Mbuyu Capital brings the unique investment opportunities offered by African private markets to institutional investors. Africa is a market neglected by commercial investors although there are exceptional, profitable and uncorrelated opportunities in private equity and credit. We bring 50+ years' experience in developed market and African investing, local networks in Africa and a thoughtful, analytical and risk-aware approach to investing. We have also started and operated businesses in Africa. Mbuyu Capital has the confidence of one of the UK's leading pension funds, for whom we manage a large discretionary portfolio. Any well-managed African investment creates meaningful ESG impact and advances the UN's Sustainable Development Goals. Africa also presents an exceptional opportunity to create real impact-led portfolios. Our impact strategies focus on delivering targeted impact with attractive financial returns. Mbuyu Capital is a UK FCA-regulated business.

We are now looking for a new colleague with experience of impact and business development to join the team, initially part-time. The person will be responsible for business development, focused on our new African food security strategy as well as a continuation of the current strategy focused on commercial return with ESG-focused investing. They will also contribute to the ongoing development of our impact delivery framework and results measurement.

The role can be done remotely but our primary locations are London and Amsterdam, so we have a preference for candidates based there (or able to travel there easily), to enable regular in-person interaction once travel restrictions ease.

Responsibilities

Business development

- Leading development of Mbuyu Capital's sales and marketing materials for its funds and managed account services, including Bonde Food Security Investments, Mbuyu Capital's second fund.
- Development and implementation of a social media strategy to make Mbuyu Capital a go-to firm for African private market and impact investment by institutional investors, HNW individuals and family offices.
- Creation of an impact investor database on the firm's Salesforce system of investors, their priorities and funding criteria.
- Marketing and sales of Bonde Food Security Investments to prospective investors, focused primarily on Europe and the UK.
- Promotion of Mbuyu Capital's current successful pan-African investment strategy focused on commercial returns and ESG to large institutional investors.

Impact

- Development of Mbuyu Capital's impact and theory of change framework
- Reviewing and refining current impact targeting and measurement methodology and systems and liaising with the firm's developers to implement changes to databases and visualisation.
- Developing Mbuyu Capital's impact materials, online and in print, to report, in narrative and numbers, the firm's financial return and impact performance.

Experience & qualifications

- Five to six years' demonstrated experience of sales and marketing of investment products, in particular private equity and ideally in emerging markets.

Mbuyu Capital Partners Ltd, Michelin House, 81 Fulham Road, London SW3 6RD, UK

Mbuyu Capital Partners Ltd is authorised and regulated by the Financial Conduct Authority in the UK (registration number 825150).

- Good knowledge of current impact trends and thinking among investment consultants and thought leaders in the industry.
- Knowledge of impact investment mechanisms such as blended finance, guarantees and other structures.
- Presence and ability to represent Mbuyu Capital on conference panels and conduct initial meetings with prospective investors on their own.
- Practical and focused on achieving results and demonstrable progress on projects and tasks.
- Self-starter, looking for new opportunities to add value when original goals are achieved.
- Undergraduate degree from a reputable university.

Apply to
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