



Engagement Manager

Location: Nairobi, Kenya (preferred) or remote (+/- 3 hours from EAT)

Start Date: Immediate

Travel: 30% travel to Nairobi (if remote)

Compensation: Combined compensation with salary and equity

Pariti is a freelance-based advisory firm focused on growth-stage companies in emerging markets and the future of work. We are in the process of building a platform that connects companies with freelancers at scale by redesigning and digitizing advisory.

We are looking for an Engagement Manager with a track record of creative problem solving, analytical thinking and an ability to thrive in a dynamic work environment. You should be passionate about driving growth in emerging markets. You will manage key client projects for our early stage startup clients (from seed to series C) and investor clients (accelerators and VC funds). You will also work closely with our freelancers and clients to ensure the successful completion of our engagements. You will be responsible for overseeing all aspects of our engagements, from assigning responsibilities, deadlines, monitoring progress and managing the client relationship.

Your role will report to the Chief Operating Officer and interface closely with the Head of Product, informing the build of the Pariti platform. You will play an integral role in shaping the future of the Pariti platform and will have an opportunity to grow into a more senior role managing other Engagement Managers in the cities where we plan to launch (including, but not limited to, Lagos, Cape Town, Accra, Mexico City and São Paulo).

Responsibilities

- Own relationships with startups and investor clients across Africa
- Manage a diverse set of remote freelancers across multiple engagements using our technology platform to complete client objectives
- Represent our clients to potential investors in the course of our capital raises

- Develop comprehensive project plans for our different service offerings (i.e. investment readiness, capital raises, market expansions, board readiness etc.)
- Review and revise deliverables from freelancers (i.e. financial models, investment pitch decks etc.)
- Create and maintain project documentation and tracking project and freelancer performance
- Review project status with COO and work closely with the Head of Product to ensure a successful product build
- Communicate ideas and feedback by partnering with Product to improve and re-invent advisory
- Maintain a solid and current understanding of the early-stage investing ecosystem to ensure success for our clients
- Evangelize Pariti and its product to others in the ecosystem

Requirements

- B.A/B.S. in Business, Finance or a related field with 2+ years of startup, consulting or investment experience (investment banking, venture capital or private equity)
- MBA preferred
- Proven team player with experience working in fast paced organizations
- Strong analytical skills and ability to review business plans, financial models and investor pitch materials
- In-depth understanding of the early-stage startup ecosystem in Africa and emerging markets more generally
- Strong written and oral communication skills
- Self-starter with strong organizational and time management skills
- Desire to learn, sharpen skills and grow within the company
- Entrepreneurial spirit

If interested, please email info@pariti.io.