SAHEL Consulting AGRICULTURE & NUTRITION LTD RC 92292
...Transforming Africa's agriculture and nutrition landscape

Senior Manager

Sahel Consulting Agriculture and Nutrition Ltd (Sahel) is a leading management consulting firm focused on the agricultural and nutrition sectors in Africa. We partner with government agencies, private sector companies, and leading international development organizations to conduct research, analyze policies, develop strategies, and implement programs that promote sustainable food security and improved nutrition. We have worked on a variety of projects across West Africa, including in Benin, Burkina Faso, Ghana, Mali, Nigeria, and Senegal.

Job Title: Senior Manager

Location: Abuja

Job Type: Full Time

Reports to Sahel Consulting's Partners

Closing Date: Open until filled

Position Overview:

Sahel Consulting is expanding its footprint in Africa to strengthen food systems, advance nutrition outcomes, enhance gender equity, and catalyze agribusiness transformation across the region. The **Senior Manager** will support the organization's growth strategy in the region by:

- Building high-value partnerships with governments, development organizations, donors, NGOs, agribusinesses, and investors,
- Securing short-term consulting assignments and multi-year donor-funded programs,
- Leading the design, launch, and execution of projects with support from other Sahel Analysts and Consultants.

This individual will be pivotal in shaping Sahel's brand presence and long-term program portfolio across the continent.

Key Responsibilities:

Partnerships & Stakeholder Engagement

- Build and nurture relationships with government ministries, regional bodies (ECOWAS, UEMOA, CILSS), development organizations, foundations, NGOs, and agro-industry leaders.
- Lead high-level engagement with donors such as AFD, IFAD, World Bank, African Development Bank, EU, GIZ, and philanthropic funders.
- Identify strategic consortium partners and lead negotiations for joint bids.
- Represent Sahel Consulting at regional forums, sector conferences, policy dialogues, and donor roundtables.

Business Development & Project Acquisition

- Short-Term Consulting (Government, Development Organisations & Private Sector)
    - Identify and pursue consulting opportunities in agriculture, agribusiness strategy, nutrition policy, value-chain development, dairy, climate resilience, and food security.
    - Lead rapid proposal development, budgeting, and client engagement.

- Multi-Year Donor-Funded Projects
    - Scan, track, and pursue RFPs, grants, tenders, and philanthropic funding windows.
    - Lead end-to-end proposal development: concept note writing, technical proposal drafting, logical frameworks, work plans, MEL approaches, and consortium building.
    - Develop pitch decks and partnership proposals tailored to Francophone stakeholders.

- Project Leadership & Implementation
    - Serve as the Project Lead for assigned programs in the region.
    - Oversee project activities: inception, field operations, implementation, monitoring, evaluation, and reporting.
    - Supervise Sahel analysts, consultants, and local field teams; coordinate with HQ for technical and financial oversight.
    - Ensure alignment with Sahel's standards on gender empowerment, sustainability, climate-smart agriculture, and nutrition-sensitive programming.
    - Manage donor relationships, project budgets, risk mitigation plans, and stakeholder communication.

- Market Strategy & Thought Leadership
    - Conduct market assessments, competitor analyses, value-chain studies, and donor mapping for Sahel's priority areas.
    - Support Sahel's thought leadership content (briefs, insights, case studies, and policy recommendations).

- Internal Collaboration & Systems Strengthening
    - Maintain accurate records in BD pipeline trackers and partnership databases.
    - Support harmonization of project methodologies across Sahel's multi-country projects.
    - Facilitate internal knowledge-sharing on Francophone markets, donor trends, and partnership opportunities.

Minimum Required Skills & Experience:

- At least a Bachelor's degree in Business Management, Development Studies, or Economics.
- Minimum 8-10 years in management consulting, business development, partnerships, or project management within West Africa.
- Strong command of English; near-native proficiency in French is an added advantage.
- Proven experience in consulting, grant writing, fundraising, or business development.
- Strong research, writing and negotiation skills.
- Excellent networking and relationship-building abilities.

- Excellent written and verbal communication skills, with the ability to deliver effective presentations.
- Excellent proposal writing, budgeting, and business development skills.
- Ability to work in a fast-paced environment.
- Ability to work independently as part of a team, with a strong ability to build and maintain relationships with internal and external stakeholders.
- Experience in analytical, problem-solving, and management skills.

Position Location: Abuja, Nigeria, with local and international travel.

Method of Application: Qualified applicants should send their CVs to **recruiting@sahelconsult.com** with "Senior Manager" as the subject line and complete the online application form via the link below:

SAHEL CONSULTING - JOB APPLICATION FORM – Fill out form

Applications will be reviewed on a rolling basis. Only shortlisted candidates will be contacted.