

JOB OPENING

Company:	Haussmann Group
Job title:	Business Analyst West Africa
Department:	Innovation & New Business
Location:	Lagos, Accra or Abidjan
Level:	Temporary – Intern
Starting:	May 2018
Salary:	Fix Salary + Bonus
Reporting to:	Innovation & New Business Manager

COMPANY BACKGROUND

Haussmann is a leading commercial interiors Design & Build Company in Africa, currently headquartered in Paris (France) and with presence in 10 African countries – Kenya, Uganda, Rwanda, Tanzania, Zambia, Mauritius, South Africa, Nigeria, Ghana and Ivory Coast.

Our purpose is to build a sustainable future for Africa by creating innovative and collaborative spaces. Consequently, we design and fit out commercial spaces (Offices, Retail and Hotels) for major international clients (e.g. Uber, L'Oreal, Total, Mitsubishi, Sheraton etc.) across the African continent.

We are therefore currently looking for talented people with a strong interest in Africa to embark on our exciting journey.

ROLE DESCRIPTION/RESPONSIBILITIES

As Business Analyst West Africa, you'll play an important role in the company's quest to become the leading Design & Build company in Sub-Saharan Africa. You will be preparing the opening of our offices in Nigeria, Ghana or Ivory Coast – depending on your preferences/nationality.

You will be in charge of:

1. Mapping the West African market: you will be autonomous on driving research in one of the 3 main countries: mapping of existing offices, their needs and core business areas.
2. Business Intelligence: you will define the sales strategy and set up conditions of a successful growth (people, financial structure, new business opportunities...) in order for the West Africa MD to have first insights.
3. Leads generation: you will participate to local events in order to prequalify leads and get Haussmann Group brand known on the West African area.
4. Competitive benchmark: you will develop a first idea of the serviced offices market in West Africa and deliver key strategic moves in order to enter the market.

REQUIREMENTS:

If you join Haussmann, you'll work with a team of hungry people on a mission to become a leader in Africa. To be a successful candidate, you must have the following skills/experiences:

Experience

1. Experience of business development in a demanding and fast-moving environment
2. Experience in a developing country is a plus
3. Experience dealing with sales matters

4. Experience in the Design & Build sector is a plus

Skills

1. Smart, Hungry, Hands-on
2. Self Driven, pro-active, autonomous and reliable
3. Sociable and curious
4. Strong international exposure and deep interest for Africa
5. Detailed oriented & rigorous
6. Fluency in English & French

WHAT WE OFFER

- A unique entrepreneurial experience in a fast growing yet structured company with a strong understanding and presence in Africa
- Be part of a highly successful and dynamic team of young and hardworking professionals and build an unparalleled network across the continent
- Get great exposure to the company - its strategy, finance, BD and Investors
- Enjoy the life in the vibrant cities of Abidjan, Accra or Lagos and discover the wonders of Africa

Please send your CV and Application Letter to nicolas@haussmanngroup.com with the subject of the email been: *"Job Opening – Business Analyst West Africa"* by 30th April 2018