

Junior Analyst – Africa Partnerships

Full Job Description

Junior Analyst – Africa Partnerships

ConnInv2A, Lda. – Lisbon, Portugal

Position: Junior Analyst – Africa Partnerships

Type: Internship

Available from: 2027

Location: Remote

Reporting to: Founder & Chief Executive

About ConnInv2A

ConnInv2A is a **consulting and investment advisory firm** based in Lisbon, Portugal. Its mission is to **connect international SMEs and investors with high-growth opportunities across Sub-Saharan Africa's emerging markets, while helping African SMEs develop strategic partnerships and expand internationally.**

For **International investors:**

- The firm provides **consulting services** including Business Strategy and Planning, Market Research and Market Entry Analysis, Financial and Economic Analysis, Feasibility Studies, and Business Development. The company is also looking to provide in the future the following consulting services: Corporate Restructuring, Risk Assessment, Regulatory and Compliance Advice, Due Diligence, and Project Management.
- The firm provides **investment services** including Investment Promotion and Facilitation, Investor Matchmaking, and Portfolio Analysis (Subject to Regulatory Authorization). The company is also looking to provide in the future the following investment services: Capital Raising, Mergers and Acquisitions (M&A) Support, Joint Venture Facilitation, Investment Due Diligence, and Project Finance Advisory.

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For **African investors:**

- The firm provides **consulting services** including Investment Strategy and Planning, Market Research and Investment Intelligence, Market Entry Advisory, Business Strategy and Growth Advisory, Economic and Financial Analysis, and Feasibility Studies. The

company is also looking to provide in the future the following consulting services: Risk Advisory, Regulatory and Compliance Advisory, Due Diligence, and Project Management.

- The firm provides **investment services** including Identifying Domestic and International Investment Opportunities, Cross-Border Investment Facilitation, Investor Matchmaking, and Portfolio Review (where appropriately licensed). The company is also looking to provide in the future the following investment services: Capital Raising, Mergers & Acquisitions Advisory, Joint Venture Development, Investment Due Diligence, Project Finance Advisory, and International Partnership Development.

ConnInv2A focuses on the **four major Sub-Saharan African regions**—West, Central, East and Southern Africa—while developing relationships with business and investment communities in **Europe, North America, Latin America & the Caribbean, Asia and Africa.**

Role Overview

The Junior Analyst – Africa Partnerships will support ConnInv2A’s efforts to identify, assess and develop business and strategic partnership opportunities between African Micro, Small and Medium Enterprises (MSMEs) and international SMEs.

Working under the supervision of the Chief Executive of ConnInv2A, the Junior Analyst will conduct research on African businesses and markets, identify potential partners, support preliminary company assessments, and contribute to the development of cross-border business relationships.

The role provides an opportunity to gain practical experience in international business development, partnership facilitation, market research, investment opportunities and cross-border transactions, with a particular focus on Sub-Saharan Africa.

Key Responsibilities

- Research and identify African MSMEs, entrepreneurs, and companies with potential for international partnerships.
- Develop and maintain databases of potential African business partners across different countries and sectors.
- Research companies' business models, products and services, markets, ownership, capabilities and strategic needs.

- Identify potential opportunities for partnerships between African MSMEs and international SMEs, investors and strategic partners.
- Conduct preliminary screening of potential partners based on criteria established by ConnInv2A.
- Support the preparation of company profiles, partnership briefs and opportunity summaries.
- Research specific sectors and identify businesses with potential for:
 - commercial partnerships;
 - distribution and supply arrangements;
 - joint ventures;
 - technology or knowledge partnerships;
 - investment;
 - M&A opportunities; and
 - other forms of strategic cooperation.
- Assist in mapping potential investors, financial institutions, development partners, industry organizations and other relevant stakeholders.
- Support the preparation of materials for meetings and discussions with prospective partners.
- Assist the Chief Executive in partner identification, outreach preparation and relationship management.
- Monitor developments affecting African MSMEs and cross-border business opportunities.
- Conduct preliminary research supporting due-diligence and partner assessment processes.
- Contribute to ConnInv2A's research reports, newsletters, presentations and other business-development materials.
- Maintain accurate records of partnership opportunities, contacts, discussions and follow-up actions.
- Collaborate remotely with ConnInv2A colleagues working on different African countries and international markets.

Key Skills & Competencies

- Strong interest in African markets, international business and cross-border partnerships.
- Good research, analytical and organizational skills.
- Ability to identify and synthesize information from multiple sources.
- Strong communication and interpersonal skills.
- Ability to assess business information objectively and identify relevant partnership opportunities.
- Good written and spoken English.
- Good proficiency in Microsoft Office, particularly Word, Excel and PowerPoint.
- Professional curiosity, initiative and attention to detail.
- Ability to work independently in a remote and international environment.
- Ability to communicate effectively with people from different cultural and professional backgrounds.

Education & Experience

- Current undergraduate or postgraduate student, recent graduate, or early-career professional in Business, International Business, Management, Economics, Finance, International Relations, Development Studies, Marketing, Entrepreneurship or a related field.
- Previous professional experience is not necessarily required for an internship or entry-level position.
- Academic or extracurricular experience involving business research, entrepreneurship, consulting, investment, international development or business development would be an advantage.
- Knowledge of African economies and business environments is desirable.
- French and/or Portuguese would be an advantage, particularly for work involving Francophone and Lusophone African markets.
- Knowledge of another African or international language would also be an asset.

What the Role Offers

The position provides practical exposure to:

- African MSMEs ecosystems
- International business partnerships
- Cross-border business development
- Investment and strategic opportunities
- Partner identification and preliminary assessment
- Joint ventures and strategic alliances
- M&A and other forms of corporate cooperation
- Due-diligence research
- International stakeholder engagement.

A particularly important feature of the role will be the opportunity to work on real assignments involving African MSMEs, giving the junior analyst exposure to the practical challenges of cross-border business and investment.