

Junior Analyst – Business Development

Full Job Description

Junior Analyst – Business Development

ConnInv2A, Lda. – Lisbon, Portugal

Position: Junior Analyst – Business Development

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 – Business Development will support ConnInv2A's business-development activities by identifying prospective clients, partners and business opportunities across international and African markets.
- Working under the supervision of the Chief Executive of ConnInv2A, the Junior Analyst will conduct market and company research, identify potential clients and prospects, support outreach and relationship-building activities, and contribute to the preparation of business-development materials and proposals.
- The role is particularly suited to a motivated student, recent graduate or early-career professional interested in international business, consulting, strategy, investment, entrepreneurship and Sub-Saharan African emerging markets.

Key Responsibilities

- Identify and research prospective clients and strategic partners for ConnInv2A.
- Develop and maintain databases of potential clients, companies, investors and institutional contacts.
- Identify companies that may require support with:
 - African market entry;
 - market expansion;
 - strategic partnerships;

- investment opportunities;
 - capital raising;
 - joint ventures;
 - M&A;
 - feasibility studies; and
 - other cross-border business activities.
- Conduct preliminary research on prospective organisations, including their business activities, markets, strategic priorities and potential needs.
 - Support the identification and qualification of business leads and commercial opportunities.
 - Monitor sectors, companies and markets to identify potential business-development opportunities for ConnInv2A.
 - Assist in preparing client profiles, opportunity briefs, presentations and proposals.
 - Support the preparation of introductory communications and other materials for prospective clients and partners.
 - Assist senior members of ConnInv2A with prospect outreach and follow-up activities.
 - Maintain and update records of prospects, contacts, communications and business-development opportunities.
 - Support the organisation of virtual meetings and other interactions with prospective clients and partners.
 - Research potential strategic alliances with consulting firms, financial institutions, investment organisations, business associations and other professional networks.
 - Contribute to ConnInv2A's newsletters, market insights and other materials used to support business development.
 - Provide regular updates on the status of assigned prospects and opportunities.
 - Collaborate with colleagues involved in Research & Intelligence, Africa Partnerships and Investment Facilitation.

Key Skills & Competencies

- Strong interest in business development, consulting and international business.
- Good research and analytical capabilities.
- Strong communication and interpersonal skills.

- Ability to identify commercial opportunities from market and company information.
- Ability to prepare clear and professional business communications.
- Good proficiency in Microsoft Office, particularly Excel and PowerPoint.
- Strong organisational skills and attention to detail.
- Proactive approach and willingness to take initiative.
- Ability to work independently and effectively in a remote, international and multicultural environment.
- Professional discretion when dealing with prospective clients and business information.

Education & Experience

- Current undergraduate or postgraduate student, recent graduate, or early-career professional in Business, Management, International Business, Economics, Finance, Marketing, Entrepreneurship, Strategy or a related discipline.
- Previous professional experience is not necessarily required for an internship or entry-level position.
- Previous exposure to business development, sales, consulting, entrepreneurship, market research or client-facing activities would be an advantage.
- Interest in Sub-Saharan Africa and emerging markets is desirable.
- Strong English communication skills required.
- French and/or Portuguese would be an advantage.
- Knowledge of another African or international language would be an asset.

What the Role Offers

The position provides practical exposure to:

- Business development and lead generation
- International consulting
- Client and prospect identification
- Commercial opportunity assessment
- Cross-border business development

- Strategic partnerships
- Market-entry opportunities
- Investment and corporate opportunities
- Client relationship development
- Preparation of proposals and business-development materials

A particularly important feature of the role will be the opportunity to work on real research assignments involving both African SMEs and international companies, giving the junior analyst exposure to lead generation, prospecting, outreach and commercial opportunities.