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## **RECRUITMENT NOTICE**

### **AN ANGLO-SAXON DESK MANAGER (M/F)**

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Since his accession to the presidency in April 2011, the President of the Republic of Côte d'Ivoire, His Excellency Mr Alassane OUATTARA, has undertaken to reposition our country in the great community of nations. Under his leadership, Côte d'Ivoire has become one of the World most dynamic economies, recording an average GDP growth rate of 8% from 2012 to 2019.

These good performances are the result of ambitious economic reforms carried out in order to fulfill the Ivorian government's desire to structurally convert our economy through industrialization, with the private sector as the engine of growth, and in particular through an increase in investment.

This desire has been reasserted both in Vision 2030, the President of the Republic's "Côte d'Ivoire Solidaire" society project, and in the National Development Plan drawn up for the period 2021-2025, estimated at CFAF 59,000 billion, with the ambition of raising Côte d'Ivoire to the rank of upper-middle-income countries by 2030.

To do so, our country will have to take up the challenge of building an economy that is even more attractive to investment and enable the private sector to play its full role as a growth engine, while making the public administration work for it.

As part of this ambition, CEPICI, the gateway to private investment in Côte d'Ivoire, is setting up a Desk dedicated to facilitating investments for companies from the largest Anglo-Saxon FDI providers, namely **the United States, the United Kingdom of Great Britain and Northern Ireland, Canada, Australia and New Zealand.**

The Anglo-Saxon Desk aims to be a platform of services available to Anglo-Saxon companies, designed to stimulate and facilitate their investments, initiate and develop commercial partnerships with the economic operators of these countries. The fields of action of the Desk are :

- The development of foreign direct investment (FDI);
- Accelerating technology transfer ;
- Promotion of business opportunities ;
- Business networking ;
- And sharing information on trade and investment.

The Anglo-Saxon Desk will be an autonomous department attached to the CEPICI's General Management. It will cooperate with CEPICI's business departments (DAI (Investment attraction department - Direction de l'Attraction des Investissements), DGU (Direction du Guichet Unique), DEA (Business environment department - Direction de l'environnement des affaires)).

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#### **MISSION OF THE POSITION**

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**Reporting to the General Management** of CEPICI, the Anglo-Saxon DESK Manager will have the task of being the key contact point for Anglo-Saxon investors and businessmen with an interest in Côte d'Ivoire.

In this capacity, it is entrusted with the responsibility of :

- Contributing to create and maintain a positive and favorable image of the Ivory Coast among Anglo-Saxon private investors.
- Setting up and run a multi-service, multi-channel information platform for Anglo-Saxon investors
- Stimulating, capturing and facilitating investment by Anglo-Saxon companies in Côte d'Ivoire
- Initiating and foster partnerships with Anglo-Saxon institutions and companies.

## MAIN RESPONSIBILITIES

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### **Contribute to the development of strategies to attract Anglo-Saxon investment:**

- Identify relevant data for the development of strategies to attract Anglo-Saxon investment to Côte d'Ivoire
- Propose specific targets and action plans

### **Ensuring information to Anglo-Saxon investors:**

- o Ensure economic intelligence on Anglo-Saxon countries
- o Contribute to the development of information content and media (statistics, financial, tax and legal data, investment opportunities, etc.)
- o Ensure that this information is made available to Anglo-Saxon investors
- o Organize and lead multi-channel communication platforms with targets, in relation with the Anglo-Saxon consular chambers

### **Promoting Côte d'Ivoire's appeal :**

- Identify opportunities for investment promotion and attraction activities
- Implementing economic activities aimed at ensuring a good economic visibility of Côte d'Ivoire among the private sector and Anglo-Saxon political and economic decision makers
- Mobilize and ensure the participation of national and international partners in these activities

### **Facilitating investment and provide service to investors:**

- Define the investor's journey and the needs for investor support (due diligence)
- To be a contact point for Anglo-Saxon companies active in Côte d'Ivoire
- Coordinate the post-investment service activities necessary for the proper conduct of their business (aftercare)

### **Monitoring and evaluation of investment intentions:**

- Contribute to the periodic evaluation activities of the strategic plans and action plans
- Converting intentions into concrete investments (monitoring conversion rates from intentions to projects)

### **Other relevant operational tasks :**

- Participate in strategic and business intelligence and draft notes for the attention of the hierarchy
- Run a portal dedicated to Anglo-Saxon investors:
  - Web services targeting potential investors (mapping of investment opportunities, stakeholders, etc.)
  - Investment promotion material in English
- Map and participate in all major international events dedicated to investment in Africa, in which Anglo-Saxon investors participate
- Putting investors and project leaders in touch with each other
- Provide support in facilitation and problem solving to facilitate their administrative procedures

## RESEARCH PROFILE

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### • **Training / Education and Professional Experience**

Graduated from a Business School / Management School / Ideally from "Anglo-Saxon Studies", with a Master's degree in "Political Science" - "International Relations" - "International Trade",

#### **You have:**

- A postgraduate degree in communication, public relations or management (marketing)
- An engineering degree from a leading business school

### **Professional experience**

Position available after **5/10 years** of working **international** responsibilities in public communications or marketing, in international positions in organizations of similar size.

### **Basic knowledge required**

- To know Côte d'Ivoire's political, socio-cultural and economic stakes and the Anglo-Saxon countries
- To have knowledge of the international cooperation policies and development assistance programs of Anglo-Saxon countries towards Africa,
- To know the allocated budgets and the conditions of access to loans, grants and subsidies.
- **Being bilingual**
- Knowledge in various fields such as law, politics, economics, finance and communication.

### • **Personal and professional skills required**

- Have excellent strategic vision / Be committed and deadline driven / Be result oriented
- Anticipating major trends in the investment field and keeping a strategic focus / Being ethical and deontological
- Demonstrate a strong capacity to build high-level links and partnerships specifically with the outside world (community, governments, industrialists, influential communication, etc.) / Design strategic intelligence systems
- Demonstrate a strong ability to maintain your network on a daily basis and to prospect for channels of influence
- Be able to implement actions to follow up and facilitate investors' projects / master IT tools
- Be able to negotiate partnership agreements and ensure their implementation
- Be able to improve the targeting of high potential investors in the defined perimeter (Anglo-Saxon) / Demonstrate a strong capacity to accelerate technology transfer
- Demonstrate a strong capacity to suggest actions to the decision-making bodies to find solutions to investment problems.

### **NATURE OF THE CONTRACT, DURATION AND LOCATION**

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- **Nature and Duration of the Contract:** A Permanent Contract (subject to a legal trial period of 3 months renewable), finalized subject to a satisfactory evaluation of the performance achieved.
- **Location:** City of Abidjan, Côte d'Ivoire. However, in-country / out-of-country missions are planned.

### **HOW TO APPLY**

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- **Deadline for submission: Friday 20 January 2023 at 17:00**
- **How to apply:** Candidates should submit their **Curriculum Vitae** and a **Letter of Motivation** with **salary expectations** and **three (3) professional references** by email to: [recrutement@cepici.ci](mailto:recrutement@cepici.ci)
  - ❖ **Please specify the title of the post in the subject line**
  - ❖ **Only successful candidates will be contacted and assessed (interviews / psycho-technical tests and educational and professional reference checks)**
  - ❖ **Totally free process**