

## Job Advert: Regional Director – West Africa

**Location:** Lagos, Nigeria,

**Organisation:** African Venture Philanthropy Alliance (AVPA)

**Reporting to:** Chief Executive Officer

**Application Deadline:** 20<sup>th</sup> April 2026

**Employment Type:** Full-time

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### About AVPA

The African Venture Philanthropy Alliance (AVPA) is a leading pan-African network of social investors working to increase the flow of capital into social investments across the continent. By convening a diverse ecosystem of social investors across the continuum of capital of grants, debt or equity –including foundations, family offices, DFIs, Aid agencies, corporates, family offices, governments, and impact funds—AVPA plays a catalytic role in addressing Africa’s SDG financing gap, growing impact investing and redefining and advancing Africa’s sustainable growth path.

Headquartered in Nairobi, with regional offices in Johannesburg and Lagos, AVPA is part of a global network of sister organizations spanning Europe, Latin America, and Asia.

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### The Opportunity

AVPA is seeking a dynamic, entrepreneurial, and results-driven leader to serve as **Regional Director – West Africa**. This senior leadership role will be responsible for driving AVPA’s strategy, partnerships, and impact across the region.

The successful candidate will play a pivotal role in enabling the mobilisation of capital for impact by the ecosystem, resource mobilization and fundraising for AVPA, strengthening the regional ecosystem, and positioning AVPA as a leading platform for social investment in West Africa.

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### Key Responsibilities

#### Strategic Leadership

- Develop and execute AVPA’s West Africa strategy aligned with its pan-African vision
- Position AVPA as a leading network for impact investors in the region
- Provide thought leadership on impact investing and innovative finance

## Fundraising & Partnerships

- Lead fundraising across donors, foundations, DFIs, corporates, and HNWIs
- Build and manage a robust funding pipeline
- Secure strategic partnerships to support programme delivery and sustainability

## Programme Development & Delivery

- Design and deliver high-impact programmes, collaboratives, convenings, and initiatives
- Ensure alignment with AVPA's core offerings and member needs
- Drive localisation of pan-African programmes to regional contexts

## Resource mobilization and fundraising for AVPA

- Lead fundraising across donors, DFIs, corporates, foundations, and HNWIs
- Build and manage a strong pipeline of funding and earned income opportunities
- Secure partnerships to sustain programmes and long-term growth

## Member & Investor Engagement

- Grow and actively engage AVPA's membership base in West Africa
- Build and manage relationships with key ecosystem stakeholders
- Facilitate partnerships, co-investment opportunities, and capital mobilisation

## Governance & Operations

- Support and engage the Regional Board
- Ensure compliance with legal and regulatory requirements
- Oversee budgeting, reporting, and operational performance

## Marketing & Communications

- Lead regional brand positioning and visibility efforts
- Develop thought leadership and impact narratives
- Manage communications, media engagement, and outreach campaigns

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## Who We Are Looking For

### Qualifications & Experience

- Master's degree required (MBA or Development Finance is an advantage)
- Minimum of **15 years' relevant experience**, including **5+ years in senior leadership roles**
- Strong experience in **fundraising, partnerships, and programme delivery**
- Knowledge of **impact investing or related fields**
- Experience engaging senior stakeholders across public and private sectors
- Proven team leadership and people management experience

### Key Attributes

- Passion for driving social impact in Africa
- Strategic thinker with strong execution capability
- An agile learner, willing to learn, unlearn and relearn
- Excellent relationship-building and stakeholder management skills
- Self-starter with high levels of accountability and professionalism
- Strong communication skills (fluent in English; additional languages a plus)
- Willingness to travel across West Africa

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### Overall Positioning

This role is a **market-facing leadership position** at the intersection of **impact investing, ecosystem building, and capital mobilisation**. Success will depend on the ability to **blend strategy with execution, mobilise and leverage partnerships, and position AVPA as a catalytic platform for scaling impact capital in West Africa**.

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### Why Join AVPA?

This is a unique opportunity to:

- Grow as an impact leader on the continent
- Contribute to **redefining Africa's growth trajectory** and **scaling capital for the continent's sustainable growth**.
- Shape the future of **impact investing in West Africa** and the continent at large
- Work at the forefront of **innovative finance and impact ecosystem building**
- Engage with influential leaders across the Private sector and development landscape

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### How to Apply

Interested candidates should submit:

- A **CV (maximum 3 pages)**
- A **one-page cover letter** (submitted as a separate document)

Apply via [this application form](#).

**Deadline:** 20th April 2026

***AVPA is an equal opportunity employer. Please note that only candidates eligible to work in Nigeria will be considered.***