



## Savo Recruitment Opportunity – East Africa Regional Manager for a WASH Foundation

Savo is supporting the establishment of the East Africa regional presence for a UK-based foundation focused on sustainable water and sanitation services (WASH). To support this, we are recruiting an East Africa Regional Manager who will be seconded into the Foundation to originate opportunities, support transactions, manage the portfolio and build relationships across the broader WASH ecosystem.

This is a highly entrepreneurial and hands-on role offering the opportunity to work across investment, project development and ecosystem building while helping shape the Foundation's long-term presence and impact across East Africa. The individual will also sit within the broader Savo Group, providing exposure to a wider ecosystem of builders, operators, investors and ventures across the region.

### The Opportunity

We are looking to hire an entrepreneurial and commercially minded Kenya-based East Africa Regional Manager to support the growth and long-term regional presence of a UK-based foundation focused on sustainable water and sanitation services (WASH).

The role will focus on pipeline development, transaction support, portfolio management and ecosystem engagement across East Africa. The individual will act as the Foundation's primary on-the-ground representative in the region, working closely with its international team and leveraging support from Savo's broader platform.

This is a highly entrepreneurial and autonomous role suited to someone who combines strong commercial, investment and execution capability with the ability to independently drive opportunities forward in fast-moving and ambiguous environments.

This role will be focused on five things:

- 1) **Pipeline Development & Opportunity Assessment:** Identify, assess and develop a high-quality pipeline of investment opportunities aligned with the Foundation's strategy across East Africa.
- 2) **Investment Development & Execution Support:** Support the progression of opportunities from origination through to execution, including financial analysis, due diligence coordination, investment case development and transaction support.
- 3) **Portfolio Management & Operational Support:** Monitor portfolio company performance and provide hands-on strategic and operational support to investees where required.
- 4) **Ecosystem & Stakeholder Engagement:** Build and manage relationships with operators, utilities, regulators, investors, advisers and ecosystem partners across the region.



- 5) **Regional Representation & Market Presence:** Act as the Foundation's primary on-the-ground representative in East Africa, strengthening its regional presence and coordinating activities across stakeholders and workstreams.

## The Savo Group

Savo Group is a B-Corp Certified fast-growing Africa focused sustainable business, operating 5 companies across East & West Africa. Our vision is to build a leading sustainable conglomerate supporting 100,000 decent jobs.

Savo is structured as a group, with a portfolio of operating companies which we build from scratch or acquire as existing businesses. To date, we have five main businesses covering: Finance & Advisory; Consumer Products and Commodities; Land Management, Real Estate & Hospitality, and; Renewable Energy. Some achievements we are proud of across the Group:

- **Over USD 100m+ in deals closed across East & West Africa;** Savo Project Developers, sustainable advisory and investment business, [www.savo.earth](http://www.savo.earth);
- **Developer of Kenya's first sustainable town;** Green Heart Kilifi, is transforming 750 acres into a community focused regenerative town, [www.greenheartkilifi.life](http://www.greenheartkilifi.life);
- **Over 700,000 ha of sustainable landscape under management;** Africa Carbon Partners, Nigeria's largest nature-based carbon development company, [www.africacarbon.earth](http://www.africacarbon.earth);
- **Award winning agave spirit brand;** ROHO Agave, the world's first sisal agave spirit and only non-Mexican agave spirit to achieve Double Gold (top award) at the Mexican Agavos awards, [www.rohoagave.com](http://www.rohoagave.com);
- **20,000 smallholder farmers supported in Kenya;** TungaMiti, agricultural trading company that helps farmers achieve fair value for their products, [www.tungamiti.com](http://www.tungamiti.com).

As a Group, we are constantly expanding both through building our operating businesses and growing our portfolio. We are headquartered in London, with operating businesses in Kenya & Nigeria. Our 65 employees are spread across London, Nairobi, Kilifi and Abuja, with ~90% based outside the UK.

## The Profile

### Experience:

- 6-10+ years of relevant experience in investment, transaction advisory, project development, venture building or related roles in Africa
- Strong East Africa experience, particularly in Kenya
- Experience in the WASH sector strongly preferred
- Experience supporting opportunities from early-stage development through to execution



- Strong commercial, financial and analytical capability, including financial modelling and business analysis
- Experience managing due diligence processes, consultants and multiple stakeholder groups
- Experience working in entrepreneurial, high-growth or resource-constrained environments preferred

#### **Likely Backgrounds:**

- Transaction advisory firms
- Impact investment, infrastructure or venture investment platforms
- Project development roles
- Venture builders, accelerators or entrepreneurial platforms
- Growth-stage operating businesses
- Infrastructure, climate or WASH-focused investment and development platforms
- The role is less suited to highly bureaucratic, programme-heavy or purely academic/development-oriented profiles.

#### **Personal Attributes:**

- Highly entrepreneurial and self-directed
- Strong execution capability and ability to independently drive outcomes
- Comfortable operating in ambiguity and navigating complex environments
- Commercially minded with strong analytical rigour
- Strong relationship builder with credibility across a wide range of stakeholders
- Comfortable spending significant time in the field with operators and partners
- Practical, low ego and solutions-oriented
- Mission-driven with a strong interest in scalable impact and sustainable development across East Africa

#### **Savo's Values:**

Savo is a values-driven company and our culture is important. We approach things as follows:

- **Think Big:** We aspire to change the world and are pragmatically optimistic in the work we do.
- **Be Creative:** We innovate, bring new ideas and challenge conventional wisdom.



- **Get Stuff Done:** We are practical, action oriented and prioritise execution in achieving our mission.
- **Embrace Risk:** We are entrepreneurial, take risks and are not afraid to fail fast.
- **Be Radically Transparent:** We only do things we believe in and enable the difficult conversations.
- **Bring Respect:** We act with integrity, valuing all people and perspectives – the best idea wins.

## Reporting Structure

- The Regional Manager will report directly to the Foundation's team in London
- The individual will be embedded within and supported by Savo's platform and broader team
- The role will involve regular coordination with the Foundation, Savo and external ecosystem stakeholders across the WASH sector

## Interested?

We are offering a competitive compensation package based on experience and are currently assessing candidates for this role, with the aim of aligning a preferred candidate by the end of June 2026 and filling the position shortly thereafter.

Please send your CV and a short cover letter/email. Be clear, concise and convincing. Generic or AI-generated applications are unlikely to progress.

**Contact us:** [info@savo.earth](mailto:info@savo.earth)