



Name of Organization/unit: Nourishing Africa

Background Information

Full Address of organization/unit:

34A Fola Osibo Street,
Lekki Phase 1,
Lagos, Nigeria

Description of your organization: Nourishing Africa is a social enterprise focused on supporting African agriculture and food entrepreneurs to scale their businesses by providing resources, tools, and opportunities to bridge critical knowledge and capacity gaps in the entrepreneurial landscape. Nourishing Africa has established a digital knowledge and membership platform for agrifood entrepreneurs from farm to fork across Africa to connect with each other, and access funding, data, markets, mentors, industry experts, training, and other related services for the growth of their businesses. The organization's activities cut across business development, capacity building, technical assistance facilitation, and program implementation.

Contact Name/ Supervisor: Rahmat Eyinfunjowo/Co-CEO

Placement Description & Logistics:

Position 1: Project Development Intern

Description	Internship Tasks	Expected Outputs
<p>The internship position is for a resourceful, entrepreneurial, self-directed individual who is willing to apply knowledge of business practices and processes in a fast-paced and hands-on environment. The intern will help develop a viable commercial and sustainable business model for the organization.</p>	<ol style="list-style-type: none"> 1. Learn and familiarize with the work and activities of Nourishing Africa. 2. Analyze business goals, objectives, operations, and needs; develop and implement a commercialization approach. 3. Support the planning, design and implementation of a sustainable and profitable subscription-based business model. 4. Perform research in support of revenue generation and improving business efficiency. 	<ol style="list-style-type: none"> 1. A brief presentation about Nourishing Africa and its activities. 2. Strategic business case for Nourishing Africa. 3. Subscription-based business model for Nourishing Africa with clearly defined strategies, risk analysis, theory of change, and execution plan. Launched pilot model. 4. Executive reports on fundraising strategy and investment opportunities with recommendations on implementation and resources required.

Position 2: Business Development Intern

Description	Internship Tasks	Expected Outputs
The internship position is for a resourceful, self-directed individual who is willing to apply knowledge of business development, sales, and digital marketing in a fast-paced and hands-on environment. The intern will support the development of a brand strategy for Nourishing Africa as well as the expansion of its marketing activities.	<ol style="list-style-type: none">1. Learn and familiarize with the work and activities of Nourishing Africa.2. Develop and execute new strategies for Nourishing Africa to improve on its marketing activities and reach, and increase revenue based on a commercial model.3. Identify and develop new lines of business activities and opportunities to increase brand awareness in the landscape.4. Perform competitor analysis toward obtaining an increased market share through product improvement and/or collaborations.5. Identify high-impact industry networks and stakeholders for collaboration opportunities.	<ol style="list-style-type: none">1. A brief presentation about Nourishing Africa and its activities.2. Sales and marketing plan for the organization.3. Integrated brand communications strategy for Nourishing Africa.4. Executive report on competitive landscape with recommendations on stakeholder engagement.5. Comprehensive database of potential strategic partners for Nourishing Africa.

Additional Details.

Number of Interns: 2

Proposed Start Date: Immediate

Proposed End Date: Tuesday, 10/31/2022

Number of Work Hours per Week: 20 - 30

Additional Information:

- Internship end date is flexible, based on Interns' availability and ability to achieve targeted outcomes
- Work hours are also flexible

How to Apply:

Please complete the following [application form](#). Only shortlisted candidates will be contacted for an interview.