



<https://jobs.eagmark.net/job/senior-knowledge-analyst-public-sector-agriculture-and-food-systems/>

## Description

As a Senior Knowledge Analyst (SKA) within BCG's Public Sector Practice Area, you will help win, deliver and execute on highly impactful donor and philanthropic-funded international development projects in low and middle-income countries focused on agriculture and food systems topics. You will collaborate and partner in a growing global team, providing industry expertise and insights for the development sector with a specific focus on food systems and agriculture. You will serve as a thought partner by developing content, supporting business development, building sector expertise and helping project teams ramp up by sharing sector-specific knowledge, and structure complex project research needs.

You will work across sector positioning, business development, knowledge management and project delivery. You will play an active role in shaping the intellectual property, market perspectives and commercial strategy of the Funding for Development Impact agenda. You may be staffed on client projects as a subject matter specialist or in a deep engagement model as a member of the project team, utilizing unique knowledge assets and providing thought partnership on your development topic area. Key responsibilities will include:

- Delivering original analysis and customized insights for sector positioning, business development and client projects by leveraging specific experience or knowledge assets (products, tools, data, workshops, frameworks, surveys, domain-specific data and related expertise, etc.);
- Supporting BCG teams and clients achieve development impact and commercial objectives through contributing research and analysis as outlined by leadership teams. This will include both independent working and work under the guidance of a Project Leader who frames the interventions within the broader project context;
- Liaising closely with the BCG central client teams to support on bid processes including pre-positioning, partner engagement, research, RFI and tender responses;
- Supporting on market positioning including building relationships with clients and partners, developing and disseminating marketing documents to place BCG in the market;
- Productizing and creating IP contributions, e.g. bringing back insights and experiences from project into the specific knowledge asset or adapting existing BCG materials to meet the needs of development sector stakeholders;
- Education: providing insights to consulting and knowledge teams to nurture sector expertise and knowledge within BCG;
- Asset development: helping develop the assets and tools which will help BCG win work in your development topic area (e.g. project references, expressions of interest, proposals etc)

The Public Sector practice is one of BCG's fastest growing practices. Our Development Impact work collaborates with donors, foundations, NGOs, Governments and the private sector to create sustainable impact for society, nations and businesses, delivering 450+ projects annually. We do this by drawing

## Senior Knowledge Analyst- Public Sector (Agriculture and Food Systems)

### Hiring organization

BCG

### Employment Type

Full-time

### Industry

Agriculture

### Job Location

Nairobi, Kenya

upon our deep thematic expertise in sectors such as economic development, climate, health and education; our global capacity of 21,000 staff, including leaders in their field; our in-market knowledge and presence across Africa and Asia, drawing upon our 90 offices worldwide; and our proprietary tools and approaches, with world-leading analytics, digital, change management and capacity building capabilities.

## **Responsibilities**

- Writing for a range of different audiences to produce high quality and concise materials including internal content, agriculture sector insights, marketing and selling materials, proposals and reports for development sector clients;
- Working both collaboratively and effectively in a group dynamic of local and remote teams around the world, and of working independently to develop content that can contribute to wider business priorities;
- Applying deep topic/sector expertise in development and climate when building and deploying a product/ tool/ data, and adept at taking different internal stakeholder, partner organization and client needs/contexts into account;
- analysis and problem solving, with a high capacity for conceptual and strategic/end-to-end thinking;
- Operating comfortably in a client-facing role, managing demanding internal and external clients in a positive, service-oriented way, building strong relationships and demonstrating adaptability to bring value to teams at all stages of business development and case work
- Managing and communicating with senior internal stakeholders as well as partner organizations and clients, to present and engage audiences effectively;
- Telling a structured, clear and visually engaging story and creating impactful intellectual property that will build on our knowledge base;
- Prioritizing workload including through transparent discussion with senior stakeholders, operating with autonomy to execute on the planned priorities;
- Working flexibly, in an ever changing and complex environment, bringing a curious and creative mindset, demonstrating an openness and drive for purposing new and innovative ideas, and being comfortable with ambiguity and navigating a fast-paced environment.

## **Qualifications**

- Bachelor degree required, advanced degree preferred, with demonstrated high academic achievement in one of economics, political science, environment and agriculture, or related areas;
- 1-2+ years of consulting experience in donor-funded public sector consulting and business development; candidates with consulting experience strongly preferred;
- In lieu of consulting experience, 2+ years minimum industry experience required; 3-6+ years of industry experience strongly preferred;
- Strong project management and implementation experience on FCDO, USAID, BMGF or other leading donors and foundations;
- Technical expertise in agriculture, food systems and nutrition preferably with experience working within government policy or program development and delivery;
- Excellent written and verbal communication (English at proficiency level required);
- Outstanding interpersonal and communication skills to interact with internal and external stakeholder while working in a global collaborative team environment;

- Strong business acumen and problem-solving capabilities.

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