

# SALIENT

ADVISORY

---

Job Title      Engagement Manager  
Job Type      Full-time  
Location      Lagos or Nairobi

## ABOUT SALIENT ADVISORY

*Health markets are shifting rapidly. We help clients accelerate transformational change.*

Salient Advisory is a boutique healthcare consulting firm founded in 2020, with staff in Canada, Kenya and Nigeria. We seek to reconstruct systems and approaches that are no longer fit for purpose in today's global health environment. We conduct analyses and support partnerships to use technology and innovations, adapt policy and financing, and elevate unheard voices to change global conversations and transform access to care. Our recent work has been featured by Quartz, Bloomberg, CNBC, Devex, Stanford Social Innovation Review, Center for Global Development, and more.

## ABOUT THE ROLE

We are recruiting an exceptional Engagement Manager for our growing consulting services. As a key member of our small and dynamic team, the Engagement Manager will report to the CEO (with dotted line to the Director) and will work directly with our global clients, helping shape strategies, investments, and partnerships to build the future of health care delivery. Core responsibilities will include:

- Leading small teams of high-performing consultants to: develop proposals that advance our clients strategic objectives, design and execute rigorous and nuanced analyses, oversee production of high-quality deliverables, lead executive-level communication with our clients and partners, and more
- Building the business' capacity by proactively mentoring, coaching, and sharing expertise with team members on core consulting processes, skills and competencies
- Strengthening the firm's reputation and expertise through thought leadership, while developing strong relationships with clients, and changemakers, companies, investors to support business development

## REQUIRED PROFESSIONAL EXPERIENCE

- Graduate degree in the fields of public health, global health or economics
- Minimum of 8 years of professional experience, with 5 years in management consulting with reputable local and global clients is required
- Must have expertise in supply chain, health technology, health systems, health financing, or evaluation of health programs

## REQUIRED SKILLS

- Outstanding analytic and problem-solving abilities, with demonstrated mastery of common problem-solving frameworks, tools and methods

- Exceptional ability to communicate complex ideas and processes effectively in English to executive level decision-makers
- Demonstrated leadership of teams, with strong past performance in project management in previous consulting roles
- Ability to confidently collaborate and engage across all levels of leadership internally and externally
- Outstanding inter-personal skills to advance work in a cross-cultural, multi-stakeholder settings
- Commitment to working as a trusted team player, demonstrating intellectual curiosity, growth-mindset, self-awareness, creativity and humility
- Demonstrated ability to multi-task and thrive in a dynamic and entrepreneurial environment
- Mastery of PowerPoint and Excel

**Travel** between 10-15% of the time may be required, as COVID-19 travel restrictions are lifted.

**Compensation** for this role is competitive. All full-time roles at Salient, regardless of location, are benchmarked against salaries for consulting positions in Toronto, Canada.

The **diversity** of our team is a core driver of the depth, nuance, and quality of our work. Highly qualified candidates of all races, ethnicities, cultures, ages, sex, genders, sexual orientations, gender identities and expressions, languages, social class, marital status, religions, veterans status, and disabilities are strongly encouraged to apply.

Applicants must have legal authorization to work in Nigeria or Kenya.

#### **APPLICATION**

Please submit your CV and cover letter to [hello@salientadvisory.com](mailto:hello@salientadvisory.com) to be considered for the role. Successful applicants will undergo a phone screening, take-home analytic exercise and presentation, and interviews with team members.