



Eye 2 Eye is on a mission to empower Black Communities to reclaim their global space. By establishing greater ownership of our supply chains, we seek to economically rebuild self-sufficient communities domestically and abroad, enabling them to reclaim their roots from soil to soul.

Eye 2 Eye is looking for two passionate, self-motivated individuals to help establish the company's Djibouti operations. From business analysis and operations to sales and distribution, the successful candidate will gain valuable firsthand experience helping establish a new business unit to achieve market position, while driving both economic and social impact.

Job Responsibilities:

- Understand, believe in, and strive to realize the mission of the company;
- Set up and manage Djibouti office, including:
 - Supporting business registration, bank account setup, drafting/reviewing contracts, setting up physical office space, and other startup activities;
 - Recruiting, training, and overseeing local staff, and managing equipment and assets;
 - Designing tools, policies, and procedures that promote efficiency, scalability, and accountability;
 - Financial accounting, analysis, and reporting;
 - Building strategic partnerships with public and private stakeholders; and,
 - Establishing and maintaining strong relations with local authorities, technical experts, partners, investors, donors, and other relevant leaders and stakeholders;
- Oversee hydroponics and water bottling proof of concept, including:
 - Project management, supporting feasibility study and roadmapping, overseeing construction and operation, and promoting collaboration between all relevant parties;
 - Following successful proof of concept, onboarding local investors/entrepreneurs and planning/coordinating production activities;
 - Research and analysis to identify and prioritize opportunities to produce agricultural products and drinking water for local consumption and export; and,
 - Executing on identified opportunities and overseeing production and distribution/export;
- Assess and prioritize opportunities to engage in transportation and logistics, agro-processing, strategic B2B imports (e.g. electronics, cars, etc.), manufacturing (e.g. food packaging), etc. ;
 - Market analysis, competitor analysis, benchmarking, feasibility studies, business plans, financial models, and detailed implementation plans; and,
 - Implementation and operationalization of business plans;
- Provide ad hoc support to Shield 1 Foundation, including:
 - Identifying opportunities to leverage donor funds to promote social impact related to Eye 2 Eye's operations; and,
 - Local support in coordinating/monitoring Shield 1 activities and developing marketing content;
- Provide ad hoc support to Eye 2 Eye's Wholesale Cosmetics unit, including:
 - Growing wholesale supplier network, conducting site visits, verifying/monitoring supplier claims, and maintaining strong supplier relations;

- Engaging local labs/authorities for testing and certification;
- Advising on relevant import/export, trade, sales, and tax regulation;
- Providing local support in developing content for marketing materials;
- Engaging in ad hoc research and business/financial analysis; and,
- Landing sales with clients in the Middle East, Europe, and Asia;
- Work closely with Eye 2 Eye COO to produce quarterly/annual reports for shareholders; and,
- Effectively represent the company and its interests at meetings, events, and sales calls.

Work Hours & Benefits:

This is a full-time position (40 hours per week, Sunday to Thursday) based in Djibouti City, Djibouti on a two-year renewable contract, beginning with a six-month probation period. Compensation package includes salary (commensurate with experience), housing, access to a car with driver for local transportation, and three weeks of annual leave.

Base Qualifications:

- Integrity
- Creative problem solving and critical thinking skills
- Flexibility, adaptability, and ability to learn quickly
- Strong work ethic; able to balance multiple priorities and to meet targets and deadlines
- Team player and collaborative spirit
- Strong organization skills and attention to detail
- Research, analysis, and reporting skills
- Self-motivated, results-driven, and ability to work with limited supervision
- Professionalism
- Excellent English and French verbal and written communication skills

Preference will be given to individuals with any of the following:

- Arabic, Somali, Afar, or other relevant languages
- Data analytics
- Valid driver’s license

Education, Experience, and Licensing Requirements:

- Bachelor’s degree in Business Administration, Commerce, Finance, Supply Chain Management, Systems Engineering, Agribusiness, or other relevant field
- Project management, business analysis, financial analysis, agriculture industry, and Africa business operations experience required
- Agro-processing, supply chain management, import-export, manufacturing, wholesale trade, sales, transportation and logistics experience preferred

To Apply:

Interested candidates are asked to submit a resume and cover letter to amanda@eye2eyeglobal.com. Eligible candidates will be contacted for interview.