



## VACANCY ANNOUNCEMENT – HEAD, STRATEGY & PRODUCT DEVELOPMENT

**Location: LSETF, HQ, Lagos Nigeria**

Position: **HEAD, STRATEGY & PRODUCT DEVELOPMENT**  
Industry: **Government**  
Job Type: **Full Time**

### **About LSETF**

Lagos State Employment Trust Fund (LSETF) was established to provide financial support to residents of Lagos State, for job, wealth creation and to tackle unemployment. LSETF serves as an instrument to inspire the creative and innovative energies of all Lagos residents and reduce unemployment across the State. The Fund has the mandate to help Lagos residents grow and scale their Micro Small and Medium Enterprises (“MSMEs”) or acquire skills to get better jobs through its three programmes; the Employability Support Programme, the Lagos Innovates Programme and the Loan Programme.

<b>Job title:</b>	<b><i>Head, Strategy &amp; Product Development</i></b>
<b>Reports to:</b>	Director, Strategy, Funding & Stakeholder Management
<b>Direct Report:</b>	Strategy Officer, Policy & Research Officer Monitoring and Evaluation Officer

### **Job purpose**

Lead the LSETF strategy team in the crafting, development, implementation and monitoring of overall organizational objectives through the identification of business initiatives, creation of programs that fit market opportunities, redefinition of structures, and achieving the Fund's short-, mid- and long-term goals. In addition to this, you will be responsible for overseeing three reportee colleagues and collaborating with all members of staff.

### **Duties and Responsibilities:**

- Develop and execute a comprehensive strategic plan in alignment with the organization's goals and objectives.
  - Lead the formulation, assignment and implementation of strategic objectives and key results (OKR); that drive performance management, business expansion and innovation.
  - Align all approved designs and concepts to the Fund's overall objectives and key results by creating metric methods to evaluate staff's delivery of job descriptions through tasks and results.
  - Oversee the initiation, translation and implementation of research activities that may lead to policy evaluation and or product and programme development for the Fund.
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- Support all departments and directorates regarding execution of the Fund's objectives
- Define and design practical roadmaps to the improvement of the organization's structure, resource allocation, commercial activities, etc.
- Show high-level understanding of the Fund's beneficiaries/stakeholders in order to create strategic plans that support existing and new projects/programs.
- Develop actionable recommendations to enhance monitoring of projects/programs, improve operational efficiency and achieve financial targets in collaboration with relevant units.
- Conduct thorough market research and analysis to identify emerging trends, competitive landscapes, and growth opportunities.
- Define and design new revenue streams for the Fund by leveraging emerging market opportunities, adoption of relevant business models that lead to fundraising and partnerships.
- Engage with internal and external stakeholders to gather feedback and insights for refining strategic directions of the Fund, and refining existing products and programmes
- Responsible for (in collaboration with the executive management) the organizational culture (crafting and redefining), performance standards and overseeing its adoption on all levels.
- Document all information and disseminate to relevant stakeholders.

#### **Qualifications & Experience:**

- ✓ First Degree or Higher National Diploma certificate (minimum of lower credit) from a recognized higher institution.
- ✓ Master's Degree will be an advantage. Professional Certification with MBA is acceptable.
- ✓ Minimum of 10 years' cognate experience in related function.
- ✓ NYSC discharge certificate is mandatory

#### **Key Competences:**

Knowledge, Skills and Abilities required for the role:

- ✓ Leadership skills
- ✓ Organization and Planning
- ✓ Strategic mindset
- ✓ Entre/Intrapreneurial business acumen
- ✓ Business Acumen
- ✓ Communication Skills
- ✓ Business Writing; Presentation and Report Writing
- ✓ Analytical and Problem-Solving Skills

#### **Method of Application**

Please send all CVs to [careers@lsetf.ng](mailto:careers@lsetf.ng) before close of business on **Monday, March 18, 2024** stating the position in the subject. Only shortlisted candidates will be contacted.

***We are NDPR compliant. By Submitting your information and documents to us, you are agreeing to the storage and usage of your data by LSETF, in accordance with our [privacy policys](#)***