



## **Business Strategy Consultant Job Description**

*Promoting hands-on STEM education in Ghana*

### **AVAILABLE POSITION – Business Strategy Consultant**

Practical Education Network (PEN) is currently accepting applications for a volunteer consultant on business strategy. This position is perfect for a self-starter, who would like to apply business skills to impact STEM education in Africa. The consultant should have prior experience in business models, strategy development, and small organizations. Previous experience in West Africa is desired. Arrival and departure dates are flexible, but the consultant should be in Ghana for at least three months.

The consultant should identify an effective long-term growth strategy to reach our vision of seeing hands-on teaching of STEM as the norm in West African classrooms. This strategy must be formed through a clear understanding of the business' goals, values, and context. The consultant should conduct desk research on other educational models, field interviews with stakeholders, and maintain close communication with PEN leadership in the development process.

### **ABOUT PEN**

Practical Education Network promotes hands-on learning in West African STEM classrooms and is driven by a faith-based mission. PEN's curriculum utilizes locally-available materials to form activities that align with national standards. Over the last 3 years, PEN has trained 2,500 Ghanaian teachers and 100 local-level trainers in this experiential approach. Teachers provide very positive feedback on our service, and impact data shows the program has improved student enjoyment of science and learning outcomes. The consultant's work has the potential to boost this impact to several orders of magnitude more people. To work for PEN is to join a nimble team, which includes an American MIT alum and Ghanaians- all passionate about hands-on learning.

### **Duties Include**

- Conduct internal analysis of the business to understand its goals, values, and work to date.
- Conduct in-depth market research to understand contextual challenges, opportunities, and existing players.
- Assess the progress and potential of the various models PEN has tested to date.
- Present strategies for developing a scalable and sustainable model that will work within the West African context.
- Prepare a detailed plan for implementing and testing the growth strategies.
- Additional duties, which may arise as the model evolves.

### **LOCATION AND COMPENSATION**

The consultant will conduct a combination of office work and field work – conducting desk research and interviewing stakeholders. He/she will work out of Impact Hub Accra as a base. A lunch stipend, reimbursement of work-related travel, and modest housing shared with PEN staff will be provided. The consultant is responsible for arranging his/her travel to/from Accra and the associated prep work (visa, immunizations, etc.). The PEN team will provide operational support to assist with all of the above.

**Interested parties should send their resume and cover letter to Dr. Heather Beem ([heather@practicaleducationnetwork.com](mailto:heather@practicaleducationnetwork.com)).**