

Aisha Tofa

Profile

I am an Ecosystem Architect and Institutional Partner with over a decade of experience building innovation ecosystems, expanding access to capital, and advancing inclusive economic systems in Nigeria. My work sits at the intersection of governance, education, and advocacy across the entrepreneurship, social impact, and development sectors.

Work Experience

Venture Partner- Sabou Capital

Jul 2025 - Present- West Africa

- Market Research and Opportunity Identification
- Deal Sourcing and Business Development
- Due Diligence and Investment Evaluation
- Investment Structuring and Negotiation

Incubation Specialist- United Nations Development Program

Feb 2024 — Feb 2025 - Nigeria

- Developed and implemented comprehensive incubation & Acceleration programs for early-stage startups
- Mentored and advised startup founders on business development, marketing strategies, and financial planning, enhancing their entrepreneurial skills
- Organized and facilitated workshops, networking events, and pitch sessions, connecting startups with potential investors and partners
- Monitored and evaluated the progress of incubated startups, providing feedback and recommendations to optimize their growth trajectories
- Built and maintained relationships and partnerships with stakeholders, including investors, industry experts, and government agencies, to support the incubation ecosystem

Details

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Nationality: Nigeria

Links

[Startup Kano](#)

[Aisha Tofa](#)

Skills & Certifications

Business Development

Service Provider *Certified*

MS Office and SEO

Experienced

Mentorship/Coaching

Experienced

Brand Development & Strategy *Skillful*

Digital Communications &

Marketing *Experienced*

Project management

Experienced

Design thinking and

innovation *Experienced*

Chair, Board of Directors – Startup Kano Center for Innovation Development, Nigeria

Feb 2024 — Present – Nigeria

- Leading the board of directors in setting strategic objectives for the organization.
- Providing guidance and support to the CEO and executive team.
- Representing the organization to external stakeholders
- Supporting and guiding the growth and operational excellence of the organization

**Program Advisor/ Head of Accelerator Muhammad Sanusi II
SDG Initiative (MSII SDG FUND)**

• May 2023 — July- 2024 - Nigeria

- Designed and Implementing Accelerator Program For Education Innovators For On SDG 4 & 5
- Built and maintained relationships and partnerships with stakeholders, including investors, industry experts, and government agencies, to support the incubation ecosystem
- Support and Mentor Teachers to Build Innovative Ideas/Initiatives

**VP Product and Growth Inflight Media Tech at Max Air Ltd,
Nigeria**

September 2019 — October 2020

- Managed a Team of 4 On Developing a Road Map to Scale the Magazine
- Manage the Magazine Content Production Such as Photographs, Interviews and Adverts
- Overseeing the Whole Operations of the Magazine in Terms of Growth

Lead, Women Founders Group/ WINTECH Africa, Nigeria

June 2016 — 2023

- Designing and Leading a Targeted Number of Impactful Business Events, Including Conferences, Roundtables and Workshops

Developing Articulate, Engaging and Thought-Leading Conference Agendas, Utilizing the Findings of an In-Depth Research Campaigns.

- Mentoring and Coaching Young Girls and Women on Entrepreneurship and Technology
- Creating Partnership with Strategic Brands/Organization for the Execution of the Overall Projects Under the Women Founders Group
- Works with Campus Community and External Clients to Schedule All Mentorship and Meetups Needs into the Appropriate Campus Facilities.
- Mentor and Train Women and Girls On STEM
- Partner with Strategic Institutions for the Execution Of the Overall Events Under the WINTECH Africa

**Executive Director/ Brands & Communications at Startup
Kano Center for Innovation Development Nigeria**

June 2016 — 2024 – Kano, Nigeria

- Developing Growth Strategies, KPIs And Frameworks
- Special and Tailored Startups Program Design and Development
- Startup Mentoring and Coaching
- Building Network, Talent, Sustainable Models
- Establishing and Maintaining Strong Professional Networks and Partnerships

BOARD EXPERIENCE

- **Vice Chair, Board – Northern Founders Community**
- **Board of Advisor– Africa Innovation Foundry**
- **Board Member- Beta Agric Ventures, -Zainest Pay, -STEM Teachers Reward & Empowerment Foundation**

CONSULTING, TECHNICAL & MENTORSHIP EXPERIENCE

- Special Advisor- Digital Economy, Minister for Women Affairs, Federal Republic of Nigeria- Feb 2025- Dec-2025

- Business Development Service Provider/Mentor- Enterprise Development Center, Pan Atlantic University, Lagos Business School – 2022- 2025
- Mentor- Knight Ventures Accelerator – 2023-2024
- Mentor TIE MENA Dubai- 2023-2024
- Mentor- ASR AFRICA – 2023- 2024

EDUCATION

Master's in Public Relations, Bayero University Kano, Kano
(in view)

Post Graduate Diploma in Communication Studies, Bayero University Kano, Kano
February 2018 — June 2019

Bsc Mass Communications, Bayero University Kano, Kano
February 2012— January 2017

INTERNSHIPS AND VOLUNTEERS

Global Shaper/ Head of Partnerships and Collaborations at World Economic Forum, Kano Hub
July 2018 —2019

Project Manager at Voice of Widows, Divorcees and Orphans, Kano
September 2017 — October 2020

Cool Wazobia FM Kano, Kano,Nigeria
September 2019 — October 2020

References

Available upon Request