

CONTACT

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Lomé, Togo

NATIONALITY

Ivorian

LANGUAGES

French NATIVE

English FLUENT

EXPERTISE

ESO Business Model Design

Non-Grant Revenue Strategy

ESO Set-up & Structuring

Corporate Partnerships

Accelerator Program Design

Strategic Coaching

Financial Modelling

Workshop Facilitation

EDUCATION

King's College London

Executive MBA

2022

King's College London

Certificate in Business Management

2020

Institut des Technologies
d'Abidjan

Bachelor's Degree, Accounting &
Finance

2007

Lycée Classique d'Abidjan

Baccalaureate A1, Literature

2005

Sandon Wilfried DABIRE

ESO BUSINESS MODEL & SUSTAINABILITY SPECIALIST · ACCELERATOR
PROGRAM MANAGER · ENTREPRENEURSHIP COACH

Ivorian national · West Africa

PROFILE

Ivorian ecosystem builder specialised in **helping entrepreneur support organisations build sustainable, non-grant business models**. Advises incubators and ESOs in Côte d'Ivoire, Togo and the Caribbean (ABX Accel, Wave Club, Impact Hub Lomé) on their set-up, service offer and revenue streams: co-working, paid specialised mentoring and fee-based learning expeditions. Runs MTN Innovation Lab Bénin's corporate accelerator and works with MTN's management on its business model and partnerships. Mentor for the Tony Elumelu Foundation since 2018; as a founder, structured a USD 20M financing package.

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ESOs advised on
set-up and business
model

8+ yrs

Mentoring with the
Tony Elumelu
Foundation

150

Applications
managed, MTN
Innovation Lab
cohort

USD 20M

Financing package
structured as
founder

ESO BUSINESS MODEL ADVISORY



Advisor, ABX Accel

2024 - PRESENT

Incubator (social enterprise) · Abidjan, Côte d'Ivoire

- Helped set up the incubator: design of the incubation program and selection of the mentor pool
- Built a **non-grant revenue model** based on two streams: **co-working space rental** and **paid specialised mentoring** for entrepreneurs



Advisor, Wave Club

ONGOING

Entrepreneur Support Organisation · Guadeloupe / West Africa

- Support the founder in structuring Wave Club as an ESO linking Caribbean entrepreneurs to West Africa, with Bénin as anchor
- Designed the service offer around **fee-based learning expeditions**: two expeditions to Bénin, the second on 8 October 2026 at MTN Innovation Lab with **7 Caribbean entrepreneurs**



Advisor, Impact Hub Lomé

ONGOING

Impact Hub network · Lomé, Togo

- Advise the founding team on setting up the hub within the Impact Hub network
- Worked directly with **Impact Hub Global's** delegate during her mission to Lomé

ACCELERATOR EXPERIENCE



Incubation Program Manager, MTN Innovation Lab

MAR. 2026 - PRESENT

MTN Bénin corporate accelerator · Cotonou, Bénin

- Work directly with **MTN Bénin's management on the Lab's business model and partnership strategy**
- Structure the **corporate partnership and revenue-sharing model** between startups and MTN (MoU, then contract; commercial access to MTN assets)
- Manage the full program cycle (150 applicants, 15 pre-incubated, 5 selected at Demo Day) and designed **MTN Hub**, its tracking platform

ACCELERATOR ALUMNI

- ◆ Startup Acceleration Program, Westerwelle Foundation
- ◆ Startup Acceleration Program, Draper University
- ◆ Fighters Program, STATION F
- ◆ Startup Acceleration Program, Baobab Network
- ◆ Startup Acceleration, Accelerate Africa

CERTIFICATIONS

- ◆ Resilience Leadership Certificate, Harvard Business School
- ◆ Forward Program, McKinsey & Company
- ◆ Business Design Practitioner, IBM
- ◆ Achievement Certificate, InnovX
- ◆ Certificate of Appreciation, World Bank
- ◆ Ubuntu Delegate, United Nations

AWARDS

TV5 Monde, Les Nouveaux Boss
Winner · 2026

FARI ECOWAS
1st Prize, Regional Entrepreneurship · 2025

Blue Invest Africa (EU)
Best Maritime Pitch · 2024

Westerwelle Foundation
Top 10 Young Founders · 2024

AfricArena
Best e-Logistics Pitch · 2023

PROGRAMS & MENTORING

- ◆ **Mentor, Tony Elumelu Foundation** 2018 – PRESENT
TEF Entrepreneurship Programme · Côte d'Ivoire, Togo, Bénin, Senegal
 - ◆ Mentor early-stage entrepreneurs on business structuring, business model and growth strategy across four countries
- ◆ **Business Development Manager, Nanatech Program** JUL. 2024 – DEC. 2024
Seedstars × SAFEEM · West Africa
 - ◆ Led the program supporting **women entrepreneurs**, driving a **40% increase in revenues** and market reach
- ◆ **Mentor, Baobab Program** SEPT. 2023 – PRESENT
Mastercard Foundation · West Africa
 - ◆ Strategic mentorship on business model structuring and market entry, improving startup **success rates by 40%**; bilingual French / English sessions
- ◆ **Youth Entrepreneur Mentor, 15Wins Venture** AUG. 2024 – PRESENT
West Africa
 - ◆ Mentored early-stage entrepreneurs on business model refinement and fundraising strategies in logistics and fintech
- ◆ **Private Investor, Heal Venture LAB** AUG. 2024 – PRESENT
Early-stage investment
 - ◆ Financial due diligence on high-potential startups, contributing to a **35% increase in portfolio value**
- ◆ **Coordinator, TEDx Lomé** JUNE 2017 – PRESENT
TED Conferences · Lomé, Togo
 - ◆ Organized **4 TEDx events of 300+ participants each**: speaker selection, themes, partners and promotion

ENTREPRENEURIAL EXPERIENCE

- ◆ **CEO & Co-Founder, Eazy Chain Inc.** 2020 – 2026
Regional maritime cabotage · Lomé, Togo
 - ◆ Founded and scaled a startup covering West and Central African corridors, with a team of 12
 - ◆ Structured a **USD 20M financing package** with BSM, Bureau Veritas, AGL and MTDS; built financial models and pricing tools covering 15 ports
- ◆ **Founder & Director, WillevaSalt Company** 2017 – 2020
Agricultural trading · Abidjan, Côte d'Ivoire
 - ◆ Traded agricultural raw materials across West African markets; approved supplier to **Unilever** and **Kellogg's**
- ◆ **Senior Flight Attendant, ASKY Airlines** 2010 – 2017
Lomé, Togo
 - ◆ Led cabin crew teams across regional and continental routes