

ROLE: COUNTRY MANAGER, AFRICAN MARKET

LOCATION: BIMA AFRICAN MARKET

TYPE: FULL-TIME

EXPERIENCE: MID-SENIOR LEVEL

DEADLINE: ASAP



BIMA OVERVIEW

We use disruptive mobile technology to bring insurance and health services to consumers at the bottom of the pyramid, on a scale never before possible. In just five years, BIMA has established itself as one of the fastest-growing and most innovative companies working in emerging markets. We already have thriving operations in 14 markets across Africa, Asia, Latin America and the Caribbean, with 20 million subscribers registered to date. We continue to show a strong growth trajectory, adding over 600, 000 new customers per month.

The company is led by a dynamic group of young entrepreneurs seeking to disrupt the industries in which we work and democratize access to vital services for billions of underserved families. We are looking for a talented, intelligent and adventurous individual who thrives in a fast-paced environment.

Joining BIMA at this stage of its journey provides you with an opportunity to truly influence the strategy of a global, growing business. We are a vibrant company where ideas and passion are welcomed and you get real responsibility from day one.

THE ROLE

Responsibilities of Country Manager

Responsibilities include running the day-to-day operational activities in one of our African markets as well as P&L responsibility, stakeholder management, product management, new product development, administration of distribution channels, and people management.

Overall, the Country Manager must be attuned to value the details as well as be able to understand and drive towards the big picture. Analytical and quick thinking in a fast-paced environment are essential. The Country Manager is an enthusiastic problem solver and thrives on being engaged at all levels of the operation.

As the key point of contact for our business partners and the local team, the Country Manager plays a pivotal role in the success of our local operation.

Specific responsibilities include:

- Execution of current plans and development the operation in the market - working with local BIMA team, local mobile operator team and local insurance company to achieve agreed mid and long term plans and goals
- Responsible for meeting subscriber targets and cost efficiency initiatives for the local entity as a whole (P&L responsibility)



- Carry out day-to-day activities and monitor performance of members of the local team) and ensure work is progressing as planned
- Manage schedules, budgets, financials, and overall company organization to ensure plans and new projects are clearly communicated, understood and executed upon
- Ability to multi-task across several initiatives
- Effectively and efficiently plan and prioritize all resources working across the operation based on company goals
- Actively monitor risks to foresee potential issues and proactively identify solutions to address them in advance
- Consistently identify new opportunities and needs that clients may not recognize and ensure approaches and solutions are linked to objectives and future needs
- Consistently manage client relationship and expectations, ensure delivery of the highest quality service, and solicit and act on client feedback.

THE CANDIDATE

Experience:

- Languages: fluent in English
- 5 years minimum work experience within an implementation/operational role in the telecoms space, consulting or equivalent experience in PMO in this sector
- Looking for someone eager to live and work in Africa and enthusiastic about running and developing an operation
- Demonstrated ability to motivate, support and understand different stakeholders and cultures, ideally in emerging markets
- Strong attention to detail, with focus on stakeholder management, product management, product development and performance of distribution channels
- Experience within Africa or insurance industries is a plus but not a must.

WHY BIMA?

BIMA has a very distinct culture. We like people who are smart and independent, but we don't like ego. We share our ideas as readily as we do our opinions, and are respectful when doing so. We are driven and ambitious but most importantly we never lose our sense of humor.

Everyone in the BIMA team shares a passion for adventure. We look for bold people who love to travel, experience different cultures and try new things. BIMA encourages diversity among its applicants.

Our recruitment process is rigorous, but it has helped us build an impressive, dynamic team that shares a strong bond. If you match the profile described above we want to hear from you.

Please send a CV and a cover letter to paddy.partridge@milvik.se

Note that applications without a cover letter will not be considered.