



ROLE: Country Manager: Indonesia
LOCATION: Jakarta, Indonesia
TYPE: Full-time, permanent
EXPERIENCE: Mid-senior (5+ years relevant experience)

BIMA OVERVIEW

BIMA is one of the fastest-growing impact and tech companies in the world. We use disruptive mobile technology to bring insurance and health services to consumers at the bottom of the pyramid, on an unprecedented scale. In just five years, we've built a customer base of over 20 million subscribers in 15 countries across Africa, Asia, Latin America and the Caribbean.

The company is led by a dynamic group of young entrepreneurs who are committed to disrupting the traditional insurance industry and democratizing access to vital services for billions of underserved families around the globe. In addition to being a recognized leader in innovation and inclusion, BIMA is one of the most attractive emerging market and insurance tech investment opportunities in the world.

Joining BIMA at this stage provides an opportunity for you 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.

We have brought together top-quality talent from the worlds of consultancy, development, technology, telecoms, health and finance to create a company like no other. Personality is just as important to use as experience; we are looking for intelligent, ambitious and adventurous individual who thrives in a fast-paced environment without ego. If this sounds like you, we encourage you to apply.

Please visit www.bimamobile.com to learn more about BIMA, our team and the success and impact we've had so far. Also check out what others think about BIMA, such as:



- Awards e.g. [MasterCard Foundation Global Prize](#), [Mondato Asia Social Impact Awards](#), [Africa Business Awards](#) and the [FT Transformational Business Award](#)

- Global media coverage e.g. [CNBC](#), [The Economist](#), [Wired](#), [Financial Times](#), [The Guardian](#)

- Industry rankings e.g. [FinTech 50](#), [2015 Nordic Fundraising review](#)



THE ROLE

We expect the Country Manager to play an instrumental role in the scale of this market.

Specific responsibilities include:

- Define BIMA's business model in the local market, including all aspects of partnership management, contract negotiation, company & legal structuring and product development and pricing
- 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 including local management and the sales agent network
- Manage schedules, budgets, financials, and overall company organization to ensure plans and new projects are clearly communicated, understood and executed upon

THE CANDIDATE

Required:

- Fluency in English (Bahasa Indonesia highly desirable)
- 5+ years of work experience within consulting, setting up a business (start-up), an implementation/operational role in the telecoms space or equivalent experience in PMO in this sector
- MBA (or equivalent) from a top University
- Demonstrated ability to motivate and understand stakeholders in a multicultural context
- Strong attention to detail, with focus on stakeholder management, product management, product development and performance of distribution channels
- Looking for someone eager to live and work in South-East Asia and enthusiastic about developing a performance-oriented in-country operation. Experience living and working in South-East Asia such as Philippines, Indonesia etc. is desirable

Ideal candidate will be able to:

- 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
- Identify new opportunities and needs that clients may not recognize and ensure approaches and solutions are linked to objectives and future needs



- Manage client relationship and expectations, ensure delivery of the highest quality service, and solicit and act on client feedback
- Solve problems confidently; critical thinking, shrewd problem solving and resilience is essential
- Demonstrate the drive and commitment required to turn big ideas into successes

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.

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 puaylim.yeo@milvik.se
Note that applications without a cover letter will not be considered.**