



Bima is the world's leading provider of micro-insurance. Learn more about Bima at [Financial Times](#), [The Economist](#), [The Guardian](#) and [CNN](#).

## **Job title: Country Manager, Guatemala**

LOCATION: Ciudad de Guatemala, Guatemala

TYPE: Full time

EXPERIENCE: Senior Level

INDUSTRY: Insurance and telecommunications

JOB FUNCTION: Country Manager

COMPENSATION: Salary, bonus

DEADLINE: ASAP

### **Purpose**

Bima is a young company, focusing on selling and managing end-to-end mobile microinsurance products and services to mobile operators in emerging markets. We are currently looking for a dynamic, passionate and experienced person to help us manage and grow our operations in Guatemala. Bima encourages diversity among its applicants.

### **Responsibilities of Country Manager**

Responsibilities include running the day-to-day operational activities in Guatemala 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 in Guatemala. 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)

Ghana – Tanzania – Senegal – Bangladesh – Sir Lanka – Indonesia – Honduras – Paraguay – Philippines – Cambodia - Papua Nueva Guinea – Haiti – Pakistan - Uganda



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- Carry out day-to-day activities and monitor performance of members of the local team (including a project manager and sales agents) 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.

**Experience:**

- Languages: fluent in English and Spanish
- 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 Guatemala 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 in sales is a plus but not a must
- Experience within Africa, Latam and emerging Asia Pac or insurance industries is a plus but not a must.

Interested candidates please send CV and Cover Letter to [careers@milvik.se](mailto:careers@milvik.se)