

ROLE: COUNTRY MANAGER

LOCATION: Cairo, Egypt

TYPE: Full time

EXPERIENCE: Mid-Senior Level



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 six 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 16 markets across Africa, Asia, Latin America and the Caribbean, with 27 million subscribers registered to date. We continue to show a strong growth trajectory, adding over 500, 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 to launch our operations in a new African market.

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

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

Specific responsibilities include:

- Build the local operation from scratch, including office set up, recruitment of agent network, Creation of management processes and other launch related activities
- 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
- Launch new products and new partnership on a regular basis to grow the size of the local business
- Report financial and operational performance and strategic plan to the global team
- Manage relationship with key business partners and regulators



THE CANDIDATE

Required:

- Fluency in English (Arabic desirable)
- 3-7 years work experience within an implementation/operational role in the telecoms space, consulting or equivalent experience in PMO in this sector
- MBA or Masters in Management from top University or Business School
- 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 Egypt and enthusiastic about developing a performance-oriented in-country operation
- Experience within Middle-East or Africa is a must, experience in micro-finance or insurance is a plus.

Ideal candidate will be able to:

- Take full ownership of the performance of the business
- 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
- Ready to work on their weaknesses to perform in all fields of business
- 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 we aren't ruthless. 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 careers@milvik.se. Note that applications without a cover letter or introduction email will not be considered.