



ROLE: Country Manager Ghana
LOCATION: Accra, Ghana
TYPE: Full-time, permanent
EXPERIENCE: Senior level

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 six years, we've built a customer base of over 27 million subscribers in 16 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 us 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 our success and impact 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](#), [Nordic Fundraising review](#)



THE ROLE

Responsibilities of Country Manager

Responsibilities include running the day-to-day operational activities in our Ghanaian business as well as P&L responsibility, stakeholder management, new product development, management 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 (as well as regulator) to achieve agreed mid and long term plans and goals
- Responsible for meeting revenue, subscriber targets and cost efficiency initiatives for the local entity as a whole (P&L responsibility)
- Carry out day-to-day activities, line-manage and monitor performance of members of the local team ensuring 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, to effectively plan and prioritize resources across the operation to achieve company goals
- Actively monitor risks to foresee potential issues and proactively implement solutions to address them in advance
- Consistently identify new client needs and new revenue opportunities and develop partnerships and solutions to meet them, working with the global team on delivery where required
- Consistently manage stakeholder relationships and expectations, ensure delivery of the highest quality service, and solicit and act on partner feedback.



THE CANDIDATE

Experience:

- Languages: fluent in English
- Location: either based in or willing to relocate to Accra, Ghana
- Qualifications: excellent academic credentials with Bachelor's degree or higher.
- Work experience: 10+ years' work experience, with at least 5 years in an in-house managerial role in a commercial enterprise
- Experience of product development and distribution management, ideally within telecoms or financial services, a plus
- Experience to manage a diverse sales and operational organization with over 1.5 million clients and over 600 employees.
- Demonstrated ability to understand and influence different stakeholders with different cultural backgrounds
- Looking for someone eager to work in an emerging market and enthusiastic about growing an operation

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 careers@milvik.se Note that applications without a cover letter will not be considered.