



ROLE: Country Manager

LOCATION: Manila, Philippines

TYPE: Full-time, permanent

EXPERIENCE: Senior (min. of 6 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 six years, we've built a customer base of over 30 million subscribers in 14 countries across Africa, Asia, Latin America and the Caribbean.

The company is led by a dynamic group of 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.

BIMA is also backed by some of the marquee strategic investors from Telecom and Insurance sectors. This includes Kinnevik, Axiata, Digicel and Allianz. In its latest round of funding BIMA got the support of USD 107M from Allianz X, the digital investment unit of Allianz group.

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

The role of the Country Manager is to manage all operations related to our microinsurance products, including maintaining quality of delivery of existing activities, managing business relationships as well as developing new products, business models and functionality. The Country Manager will also be responsible for the management of all local Bima staff. Work streams will include coordinating technical platform integration, insurance company coordination, marketing, sales team recruitment, etc. The Country Manager should have experience working on similar end to end projects.

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 project. As the key point of contact for both the mobile operator and the project team, the Country Manager plays a pivotal role in the success of any major engagement.



Specific responsibilities include:

- Responsible for working as part of management team to develop overall project management strategy and working with local country team to execute operations for the micro-insurance product(s)
- Carry out day-to-day activities and manage activities of members of local country team and ensure work is progressing as planned.
- Manage schedules, budgets, and overall project organization to ensure requirements and project deliverables dates are clearly communicated, understood and executed upon
- Ability to work across several projects on a large-scale engagements
- Effectively and efficiently plan and prioritize all deliverables and resources working across project(s) based on scope of work and project goals
- Actively monitor project risks and scope creep to foresee/identify potential problems and proactively identify solutions to address them in advance
- Consistently identify needs that clients may not recognize and ensure approaches and solutions are linked to objectives and future needs
- Consistently manage client expectations, ensure delivery of the highest quality service, and solicit and act on client feedback

SKILLS AND EXPERIENCE

- 6 years minimum work experience within a mix of strategy consulting firm, start-up or high growth organization
- Must have worked in South-East Asia – Philippines preferred
- Looking for someone eager to live and work in emerging markets and enthusiastic about building a new venture; willing to relocate to Manila
- Demonstrated ability to motivate, support and understand project teams, ideally in emerging markets
- Strong attention to detail and focus on task completion is critical
- Languages: fluent English – Tagalog preferred but not necessary



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