

CALL FOR APPLICATIONS



AFRICA
WORKS

JOBS FOR AFRICAN GRADUATES AND PROFESSIONALS IN A EUROPEAN FINTECH COMPANY PROVIDING SAAS-SOLUTIONS IN AFRICA TRAINING IN CROATIA FOLLOWED BY LONG-TERM EMPLOYMENT IN AFRICA

EMPLOYER

Organisation	Our client is an international financial inclusion company serving financial institutions in remote communities. Using insights from their customers, they provide a cloud-based software to enable financial institutions to become more efficient, to understand and control their portfolios and to serve more customers. They partner with financial institutions worldwide, giving access to financial services to over one million end-user clients. The company is poised to grow its customer base exponentially every year.
Staff force	Diverse team of +120 from more than 25 countries
Presence	Headquarters in Zagreb with offices in Manila and Lagos

JOB OUTLINE

Positions	<p>We are hiring for several full-time employment positions (+40 hrs. per week) ranging from lower to upper professional level jobs in the following areas:</p> <ul style="list-style-type: none">• Sales including Technical Sales (Client Acquisition)• Business Development (Client Acquisition / Sales)• Implementation (Customer Success) <p>The specifications of the different jobs and roles available will be disclosed to you after you express your interest by applying (see below for further information).</p>
Location	<p>You will begin in Zagreb to receive training and be introduced to business operations for a period of 12 months. Afterwards, you will relocate to the company's prospective African target markets and continue to work for them there, contributing to business expansion in Africa. Your working location can be arranged to be (close to) your home region.</p>
Time	<p>Starting date shall be between September and December 2018/ No time limit</p> <p>Depending on which position and area you are interested in and based on your qualification, experience and competencies you will:</p> <ul style="list-style-type: none">• Forecast and manage sales, identify process improvements and collaborate with other team members to drive revenue, including sales plan design and effectiveness (Sales);• Deliver technical product demonstrations, provide product knowledge, engage in product training and provide a smooth transition between the sales and the implementation team, including analyzing markets and keeping up-to-date with industry trends (Technical Sales);• Become a FinTech leader and create new business opportunities by developing and executing sales strategies entailing becoming ready to launch and manage a new market (Business Development); or• Handle hands-on implementation with your clients, solve business challenges and conduct user training while assessing client needs (Implementation)
Roles & Activities	

YOUR PROFILE

Citizenship	Any African state
Degree	Bachelor, equivalent or higher from a European Higher Educational Institution
Academic focus	You should have a background in Business Management / Finance / Business Information Systems / Engineering & Technology or Natural Sciences
Experience	Between 1-5 years of work experience in SaaS or FinTech environment required depending on roles and positions
Skills	<ul style="list-style-type: none">● Finance, Microfinance knowledge● Technical affinity● Advanced skills in MS-Excel● Strong analytical skills● Accounting knowledge is a plus
Language	English (at least C1) / French is a plus
Competencies	<ul style="list-style-type: none">● Strong identification with the company's services and its purpose● Willingness to learn and/or assume responsibility● Highly self motivated and displays a can-do-mentality● Keen interest in Finance and SaaS● Excellent communication skills

OFFER

Salary	Competitive salary package (International salary range)
Benefits & Non-financial incentives	<ul style="list-style-type: none">● Intensive training on the job● Plenty of opportunities to travel● Sport activities & Health and fitness programs● Team-building and afterwork get togethers
Work environment	<ul style="list-style-type: none">● Work in an open, collaborative environment with a team of passionate, talented and fun people from around the world● Identification with modern values such as open-mindedness and diversity based on a strong corporate and company identity
Purpose	<ul style="list-style-type: none">● Contribute substantially transforming people's lives● Opportunity to drive transformation in one of the most exciting industries

What is the deadline? **Aug 08, 2018 at 24.00 h**

Where can I apply? **Please register through the following link, fill out the survey and upload all relevant documents including your CV, certificates, references and work samples.**

<https://africaworks.jobbase.io/job/0nmpb1wd>

What is the process? **After applying, we will get back to you. You will receive more information on the specifics of the different roles that are available. We will then ask you to state which positions you are interested in and make the proper entries in your application file, followed by the evaluation and interview phase and the introduction to our client. We only consider complete applications.**

For matters of clarification we ask you to keep in mind that AfricaWorks is the recruiting company in charge of hiring for the company referred to in this job description. AfricaWorks is not the company you will be employed by. We guarantee to disclose the identity of our client at a later stage of the application process.

For any questions contact us at info@africaworks.eu.