



**Job Description**  
*Country Manager, Unifi Kenya*

<b>Title:</b>	<b>Country Manager</b>
Remuneration:	Negotiable depending on candidate profile
Start date:	30 September 2021 (or earlier if available)
Applications close:	31 July 2021
Place of work:	Nairobi, Kenya
Reporting to:	Group CEO (based in Stellenbosch, South Africa)

Unifi is a fast-growing financial technology company operating in Zambia, South Africa and Uganda. Unifi is looking to launch its products and operations into new African markets, including Kenya. Unifi delivers personal lending products through online, mobile phone and branch channels. The company is well supported by strong shareholders and a board of directors with vast experience in entrepreneurship and lending.

Unifi is recruiting a new member of the executive management team to help guide the organisation through its rapid growth phase. The ideal candidate must be a strong people manager who balances operational diligence with entrepreneurial energy, is analytically adept, and has a passion for African business. A healthy spirit of adventure and sense of humour would be helpful. Flexibility to travel around and beyond Kenya is essential.

**Responsibilities**

1. Business establishment
  - a. Initial market research and business plan compilation
  - b. Driving the pre-launch phase of establishing Unifi Kenya, including business registration, licensing, office establishment and staff recruitment.
  - c. Amending Unifi business templates in line with local laws, customs and regulations.
  
2. People management
  - a. Recruiting and selecting local team.
  - b. Ongoing staff management, monitoring, and training.
  - c. Being responsible for the performance of the staff contingent.
  - d. Build good relationships with key stakeholders.
  
3. Operations & marketing
  - a. Rolling out branches.
  - b. Driving client acquisition through sales and marketing.
  - c. Establishing and managing collections capabilities.
  - d. Actively managing day-to-day operations while the executive team is being established.
  - e. Liaising with the South African IT and analytics teams to coordinate the rollout of the product locally.
  - f. Regulatory compliance through interactions with various authorities.
  - g. Develop strong brand in country.



4. Financial

- a. Overseeing, and being actively involved in, functions undertaken by local accounting team:
  - i. operational finance, including cash management, expense approvals and procurement.
  - ii. accounting, including weekly reconciliations, monthly bookkeeping, and annual budgeting and audits.
- b. Controlling business costs.

5. Strategic & Commercial

- a. Serve as member of executive team and assist in ongoing evolution of company strategy for both Unifi Kenya and Unifi Group.
- b. Meets profit objectives by managing staff and establishing and meeting business objectives
- c. Builds the company brand and image by collaborating with clients, local government, community and employees
- d. Serve as board member of Unifi Kenya.