



Job description
Country Manager, Unifi Uganda

Title:	Country Manager
Remuneration:	Negotiable depending on candidate profile Paid in local currency
Start date:	Not later than 1 May 2023 As early as 1 March 2023, if available
Place of work:	Kampala, Uganda
Travel:	Regular branch visits around Uganda, and occasional regional travel to other Unifi operations
Reporting to:	Group CEO (based South Africa)

To apply email careers@unifi.credit

Unifi is a fast-growing financial technology company operating in Zambia, South Africa, Uganda and 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 head up the company's Ugandan operation. The ideal candidate must be a strong people manager who balances operational diligence with entrepreneurial energy, be analytically adept, and have a passion for African business. A healthy spirit of adventure and sense of humour would be helpful. Flexibility to travel around and beyond Uganda is essential.

Learn more about Unifi at:

www.unifi.credit/about

<https://www.africa.com/the-power-of-unifis-female-led-workforce/>

<https://www.youtube.com/watch?v=v132BzxAHfA&t=26s>

<https://www.youtube.com/watch?v=Gf1ZiFpfSc&t=188s>

Responsibilities

1. People management
 - a. Managing, monitoring and providing ongoing training to local team (~60 staff)
 - b. Being responsible for performance
 - c. Recruiting and selecting new staff as the organisation grows
 - d. Building good relationships with key stakeholders

2. Operations & marketing
 - a. Improving collections capabilities
 - b. Actively managing day-to-day head office and call center operations
 - c. Overseeing management of existing branches (currently 8)
 - d. Rolling out new branches
 - e. Overseeing client acquisition through sales and marketing
 - f. Liaising with the South African IT and analytics teams to improve the product locally
 - g. Regulatory compliance through interactions with various authorities



h. Further strengthen Unifi brand in Uganda

3. Financial

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

4. Strategic

- a. Serve as member of executive team and assist in ongoing evolution of company strategy for both Unifi Uganda and Unifi Africa
- b. Serve as board member of Unifi Uganda
- c. Help keep Unifi a great place to work!

Candidate profile

- Financial capabilities would be helpful, but not mandatory
- Industry experience not required, dignity and humility more important
- Needs to be detail-orientated and willing to get hands dirty
- Optimistic mindset, even when operating in a tough environment