

## NEW VACANCY

Let's grow together, become our



### **PERFORMANCE MANAGEMENT ANALYST.**



Bachelor degree in finance, Economics, Accounting, Data Analytics, or a related field.

CPA or an equivalent qualification will be an added advantage.



A minimum of 2 years of experience in financial analytics, FP&A, or performance management preferably in fintech, banking, or Telecom industry.



#### **CORE RESPONSIBILITIES**

- Track, analyze, and report on key financial and operational metrics (e.g., revenue, transaction volume, CAC, LTV, churn, profitability).
- Develop dashboards and reports for leadership to monitor business performance.
- Conduct variance analysis and provide insights on performance trends of overall business and specific products.
- Support the FP&A Manager in budgeting, forecasting, and scenario modelling.
- Assist in unit economics and profitability analysis for different business segments, products, and markets.
- Build data models to evaluate financial impact of strategic initiatives.
- Provide insights into cost optimization, revenue growth opportunities, and unit economics.
- Analyze customer data and financial performance to identify opportunities for efficiency improvements.
- Improve data collection, reporting, and financial analysis processes through automation.
- Support the implementation of FP&A systems and tools to enhance reporting efficiency.

#### **CORE COMPETENCIES**

- Strong proficiency in financial modelling, forecasting, and variance analysis.
- Experience working with BI tools (Power BI, Tableau, Looker) and SQL for financial analysis.
- Understanding of fintech business models, revenue streams, and KPIs (CAC, LTV, churn, ARPU).
- Excellent communication and presentation skills for stakeholder reporting.

*"We are committed to equal employment opportunities and unbiased treatment of all individuals in all employment practices". Only shortlisted applicants will be contacted".*

If this description corresponds to you, grow with us by applying before **April 22, 2025**

# APPLY HERE

## NEW VACANCY

Let's grow together, become our



## FINANCIAL PLANNING AND ANALYTICS MANAGER.



Bachelor degree in finance, Economics, Accounting, or other related fields.



A minimum of 5 years of experience in fintech, banking, or telecom industry.



### CORE RESPONSIBILITIES

- Lead budgeting, forecasting, and long-term financial planning to drive business growth.
- Provide insights on financial trends, unit economics, and key performance indicators (KPIs) to support strategic initiatives.
- Work closely with product, marketing, Technology and operations teams to analyze financial performance and identify growth opportunities and cost optimization.
- Develop financial models to assess new products, pricing strategies, and market expansion opportunities.
- Monitor revenue streams, customer acquisition costs (CAC), lifetime value (LTV), and other fintech-specific metrics.
- Liaise with both Quality Assurance & Innovation & MFS Technical to ensure key strategic projects are timely executed and all necessary approvals are granted intime.
- Prepare monthly financial reports, board presentations, and investor updates.

### CORE COMPETENCIES

- Strong analytical skills with expertise in financial modelling, forecasting, and data visualization (Excel, SQL, Tableau, Power BI).
- Experience with fintech business models (e.g. transaction-based, lending etc).
- Familiarity with regulatory and compliance considerations in fintech (e.g., payments, lending).
- Ability to work in a dynamic, fast-paced startup environment with a proactive and problem-solving mindset.

*"We are committed to equal employment opportunities and unbiased treatment of all individuals in all employment practices". Only shortlisted applicants will be contacted".*

If this description corresponds to you, grow with us by applying before **April 22, 2025**

# APPLY HERE

## NEW VACANCY

Let's grow together, become our



## HEAD OF GROWTH.



Bachelor degree in Economics, Business, Marketing, Technology, or related fields  
MBA is an added advantage.



A minimum of 7 years of experience in mobile money, fintech or related industries in emerging markets preferably in product management, CVM or marketing roles with atleast 3 years in a leadership position.



### CORE RESPONSIBILITIES

- Define and execute the growth roadmap for core products to ensure revenue targets are delivered in line with budget goals and financial forecasts.
- Identify opportunities to enhance product offerings, ensuring alignment with customer needs and market trends.
- Develop, implement and execute scalable strategies to acquire new users across diverse markets and demographics.
- Synergize with the telco sales, distribution and marketing teams to maximize customer conversion, customer engagement and retention.
- Design and implement retention programs to reduce churn and increase customer lifetime value (CLV).
- Conduct competitive pricing analysis across the full product portfolio to maintain market competitiveness and identify opportunities for differentiation while maintaining profitability.
- Establish and maintain a robust analytics framework to track key performance indicators for all the business units.

### CORE COMPETENCIES

- Familiarity with regulatory landscapes affecting mobile financial services.
- Proficiency in leveraging analytics or AI/ML for personalization and growth hacking.
- Good understanding of products management, CVM, pricing and analytical skills
- Proven track record of driving product-led growth in a digital or mobile-first environment.

*"We are committed to equal employment opportunities and unbiased treatment of all individuals in all employment practices". Only shortlisted applicants will be contacted".*

If this description corresponds to you, grow with us by applying before **April 22, 2025**

**APPLY HERE**

## NEW VACANCY

Let's grow together, become our

### KEY ACCOUNT MANAGER.



Bachelor degree in Business, IT, Finance or other related fields.

Master degree is an added advantage.



A minimum of 5 years of experience working with corporates in the banking or telecommunications



#### CORE RESPONSIBILITIES

- Assessment of market conditions within the digital payments space and discernment of opportunities for corporate solution services and products sale.
- Development of account level sales initiatives for review and approval by senior management.
- Development and growth of new corporate accounts.
- Achievement of targeted sales and revenue monthly plan for new and existing accounts.
- Leadership and day-to-day management of sales processes, proposals, forecasting, CRM updating, pipeline management, and customer engagements.
- Ensuring highest and continuously improving levels of customer and partners satisfaction.
- Establish productive, professional relationships with key personnel in assigned clients' accounts.
- External business forecasting and business planning with key Accounts through cross selling of new solutions.
- Provision of various reports for the purposes of commercial decision making.
- **CORE COMPETENCIES**
- Excellent sales presentation and stakeholder engagement skills.
- Experience in Business development and corporate relationship management.
- Exceptional analytical, conceptual, and problem-solving abilities.
- Ability to conceive or understand business ideas/concepts and translate them into business value.

*"We are committed to equal employment opportunities and unbiased treatment of all individuals in all employment practices". Only shortlisted applicants will be contacted".*

If this description corresponds to you, grow with us by applying before **April 22, 2025**

**APPLY HERE**