

POSITION: Partnership Management Manager (MFS)

REPORTS TO: Head of Mobile Financial Services

OBJECTIVE OF THE POSITION

- To create Mobile Money partnerships in the side of the business to increase sales through an enhanced service portfolio.
- Develop existing relationships and building new ones.
- Responsible for leading the partnership sales team for new solutions and for portfolio growth via partnership onboarding, sales, and relationship management activities.

QUALIFICATION

- Degree in Business, Sales, Marketing or IT, or equivalent qualification.

EXPERIENCE

- 5 years' professional working experience in business analysis and/or developing business cases and investment appraisals.
- 2 years' experience in a telecommunications sector and Enterprise Portfolio Management or programme.

LEGAL CERTIFICATION / PROFESSIONAL MEMBERSHIP

- Membership of a relevant professional association will be an added advantage.