

General Manager - Daylipa Financing

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Company: Fuzu

Location: Nairobi

Category: other-general

Job Summary

Contract Type:

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Qualifications and Experience

Minimum 10 years' experience in consumer finance and credit risk management (preferably in PAYG sector), five of which should be at General Manager level or similar.

Graduate degree in Commerce / Business Studies, Economics, or any other relevant field with minimum **Upper Second-Class Degree** from a recognised institution.

MBA or Masters degree in relevant discipline is an added advantage.

Hands-on experience in developing flexible and affordable asset financing schemes for mass-market customers.

Experience in capital and debt finance structuring.

Critical Competencies

Proficient in financial modelling with in-depth credit data analysis skills.

Strong strategic, analytical, and innovative mindset.

Strong negotiation, collaborative and communication skills.

Responsibilities

The successful candidate will have the following key responsibilities:

Oversee the development, execution and monitoring of credit policies, systems, and solutions.

Develop and deploy an appropriate product marketing mix in collaboration with the marketing and sales teams.

Develop and implement a credit collection and asset repossession strategy, in consultation with Senior Management.

Develop and maintain relationships with potential funders and structure, negotiate and manage loan facilities.

Oversee overall risk management for the company.

Manage legal, contracting and compliance matters, in liaison with Daylipa's legal counsel.

Provide direction, guidance, and support to the credit team to maintain a healthy debt book.

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