

Senior Strategy Manager – Mobility at M-Kopa Solar

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

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M-KOPA's mission is to make high quality energy affordable to everyone. OUR GROWTH SO FAR... M-KOPA has connected more than , homes in Kenya,Tanzania and Uganda to solar power with over new homes being added every day.

Job Purpose

We're looking for a Senior Strategy Manager – Mobility who is a high-capacity and high-performing dynamic individual. You should be someone who thrives equally well in solving strategic high-level business problems with executives and board members, as you do iterating on the fine details of business operational process improvements in the field.

You will be reporting to the Director of Mobility

#Li-Hybrid

In this role, you'll be expected to

Lead key internal and external facing strategic and operational projects for the Mobility business, including cross-department initiatives that drive commercial, operational, credit, and financial improvements.

Lead on strategic analysis in areas including, but not limited to, business model design, customer and market research, supply chain, pilot design, process improvement, strategic partnerships, and credit management.

Use advanced data analytics, modeling, data visualization, and field experience to understand complex problems and present and recommend practical and easy-to-operate solutions.

Be a strategic thought partner with the Mobility Senior Leadership team.

Be an inspiring and strong leader and manager within the Mobility team.

Incumbent Requirements

Have 2+ years in strategy or management consulting, ideally in a top international or cross-market firm.

Prior experience in a related asset financing / electric mobility/consumer credit / direct sales business is a plus.

Be based in or have excellent experience working in Kenya, the markets in which M-KOPA works, or similar markets.

It would be best if you have advanced analytical, statistical, business intelligence, and data visualization experience as well as advanced Excel skills.

Have experience in research-related roles, including primary research methodologies, experiment design & evaluation, and statistical analysis, used to drive rigorous data-driven decision-making in a corporate environment.

Excellent skills in communication and presentation, with an ability to engage with and influence executives across cross-functions and geographies, including advanced Powerpoint skills.

High capacity to manage multiple complex assignments at the same time and deliver high-quality outputs

You Might Be A Good Fit If

You are passionate about electric mobility and engaging with motorbike riders and micro-entrepreneurs

You understand and appreciate the power of providing fair credit financing for underbanked populations

You have experience building or working in the mobility industry and/or with financial products and services

You thrive equally as well in the field engaging with customers and deriving insights from the market as you do in a data-driven board room reporting on key metrics and building a long-term strategy

You thrive in a fast-paced, highly dynamic work environment where attention to detail matters

You are excited about the future of electric mobility and all the social and customer benefits it brings to Africa

You have a positive attitude and want to be a part of a close-knit, flexible, fun, and diverse team

What's In It For You

Great Compensation Package

Private health insurance (inpatient outpatient, maternity, eye care, and dental)

Group Life Cover

WI-FI Payment and Airtime Allowance

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