

Senior Strategy Manager - Mobility

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Company: M-KOPA-SOLAR

Location: Nairobi

Category: other-general

At M-KOPA, We Finance Progress.The scale and impact of our work is massive. M-KOPA is a fast-growing FinTech company offering millions of underbanked customers across Africa access to life-enhancing products and services. From our roots as the pioneer in pay-as-you-go “PayGo” solar energy for off-grid homes, we have grown into one of the most advanced connected asset financing platforms in the world, empowering a broad range of customers to achieve progress in their lives. Our people reflect this mission; we pride ourselves in empowering our people to own their own careers, and encouraging growth through our learning and development programs, coaching partnerships, and on-the-job training. As a collective, we value diversity, knowing every journey brings its own reward, and support each employee as they travel theirs. This includes our family-friendly policies, commitment to employee mental and physical well-being, and flexible working practices. Our aim is for every employee to be able to shape their own career, whilst helping shape the future of M-KOPA as we grow together. Want to know more about M-KOPA? Click this link: [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

M-KOPA is an equal opportunity and affirmative action employer committed to assembling a diverse, broadly trained staff. Women, minorities, and people with disabilities are strongly encouraged to apply. M-KOPA explicitly prohibits the use of Forced or Child Labour and respects the rights of its employees to agree to terms and conditions of employment voluntarily, without coercion, and freely terminate their employment on appropriate notice. M-KOPA shall ensure that its Employees are of legal working age and shall comply with local laws for youth employment or student work, such as internships or apprenticeships. M-KOPA does

not collect/charge any money as a pre-employment or post-employment requirement. This means that we never ask for 'recruitment fees', 'processing fees', 'interview fees', or any other kind of money in exchange for offer letters or interviews at any time during the hiring process.

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