

BUSINESS DEVELOPMENT & CLIENT ENGAGEMENT MANAGER

To support the growth of our organization in Africa we are looking for a Business Development & Client Engagement Manager for East Africa. The position is based in Kigali, Rwanda.

About our company

Financial Access Consulting Services (www.facsglobal.com) is a Netherlands-based financial services advisory and technology services firm that delivers innovative solutions to accelerate financial inclusion in emerging markets. Through the use of data-driven financial analytics combined with its extensive operational banking expertise FACS develops scalable rural financing models and customized investment opportunities for banks, microfinance institutions and (impact) investors.

Through its digital services platform LendXS, FACS enables financial institutions to provide financing to smallholder farmers and micro and small enterprises at lower cost and risk. The services provided by LendXS include easy-to-use digital data collection, credit workflow management, credit scoring and loan monitoring tools. LendXS operates from its offices in Nairobi, Kigali, Accra and Abidjan.

Job description

The requirements for the offered position are the following:

- Lead the East Africa business development activities, reporting to the FACS regional manager East Africa;
- Implement the FACS East Africa advisory and digital services marketing and sales plan;
- Develop and maintain a sales funnel and manage the end-to-end sales process for FACS in East Africa, which includes the identification of prospective clients and partners and to develop these into long-term, prosperous client relationships;
- Draft business proposals, negotiate contract terms and execute client contracts;
- Initiate and execute up- and cross-selling activities between FACS and LendXS;
- Act as our company representative in Rwanda and oversee relationships with clients, partners and other key stakeholders in Rwanda;
- Actively engage with clients during project implementation to maximize client satisfaction;
- Support marketing and branding activities, including the development of marketing materials, social media posts and be actively involved in other business development initiatives in close cooperation with the regional marketing team.

Qualifications and Experience

- Master's Degree in Business, Finance or Information Technology.
- At least 7 years of experience in business development in the professional services sector, preferably with international experience;
- Working experience in rural finance, banking, microfinance or fintech in Africa is strongly preferred;
- Proven experience with consultative selling and can demonstrate a successful track record in sales and building and maintaining a professional network;
- Strong analytical, writing and presentation skills with eye for quality and detail;
- Team player with excellent interpersonal qualities;
- Fluency in English; fluency in French is strongly preferred;
- Flexible, energetic, hands-on and self-motivated.

The Offer

- Market-based compensation package with performance-based upside;
- Stimulating, dynamic and international work environment in a growing sector;
- Opportunities for personal development and international travel and career advancement.
- Company-paid health insurance

If interested, please send your CV and motivation letter in English to info@financialxs.com.