

OUR VALUES

Family	Ownership	Opportunity	Tomorrow
Authenticity, Teamwork, Integrity	Persistent problem-solver	Develop yourself, the team and the brand	Ideas to build the future

JOB OVERVIEW

You will love this job if you are an experienced leader and a well-organized extrovert who likes to travel.

Job Title: Vice President, International Growth (VPG)

Department: Global

Duty Station: East Africa (Nairobi, Kigali, or Kampala)

Reports To: Chief Executive Officer

Type: Full Time

Job Purpose:

Jibu is looking for a Vice President, International Growth who will identify and develop new business partnerships for Jibu's expansion into new markets, and will be particularly focused on launching Jibu via Area Master Franchise partnerships in new countries. This role may also inform decision-making for business development activities focused on mergers, joint ventures, acquisitions, or other transformative transactions.

We are looking for a persistent, entrepreneurial, and agile professional who is ready to create tomorrow and transform the world by catalyzing social impact through franchising.

Supervision Received: This position works highly autonomously and reports directly to the CEO

Duties & Responsibilities:

- Lead business development by building new partnerships in new markets: managing the end-to-end process from building initial pipeline through deal closure.
- Determines market viability by assessing the geography, the partners and cultural context that would be most conducive for a successful business launch.
- Helps to build Jibu relationships and awareness globally, with franchise partners, new market regulators, and other stakeholders important for operations and growth.
- Helps to open doors and opportunities for acquisitions, mergers and joint venture activities.

Team engagement and company growth

- Be fast, hands-on, and come with an ownership mentality
- Be honest, reliable and dedicated
- Bring the energy and stamina to go far with Jibu and join us in building a unique success story

Experience Requirements

- A proven record of success and expertise in business development activities, with executive or high-level leadership experience required.
- Experience in sales, business development, leads pipeline development and management.
- Excellent relationship development and communication skills to build both internal and external relationships; able to liaise between business functions for external and internal business needs.
- Entrepreneurial, proactive, and able to operate under minimal supervision.
- Able to track, prioritize, and drive multiple concurrent projects to success.
- Able to communicate and present information to executives, teams and partners in a way that motivates action and quick decision making.
- Willingness to work non-standard hours to accommodate time zones

- Willingness to travel (expected travel in this role is 70 % of the time)

Culture Fit Criteria:

At Jibu, we do not recruit based CVs only, we look for a candidate with the right attitude, hunger for success and talent.

- A self-starter and initiator with an intrinsic motivation to perform
- Highly motivated to *Get Things Done* in an autonomous and independent matter
- Strong entrepreneurial and business instincts
- Proficiency with Microsoft Office suite including Excel, Word and Powerpoint
- Perfect written and spoken English and knowledge, knowledge of French is a plus

Internal Interfaces:

- Management team

External Interfaces:

- Potential Business partners
- Regulators and stakeholders

Interested? Please apply by expressing your interest and a link to your LinkedIn or CV to jobs@jibuco.com with the subject line, "Vice president, International Growth"