

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 succeed in this Job if you are a pioneering project and people manager with vast experience in Africa.

Job Title: VP of Operations (VPO)

Department: Global

Duty Station: Jibu Nairobi or Kigali Offices.

Reports To: CEO

Type: Full Time

Job Purpose:

Jibu is looking for a VPO who will manage Jibu's global operations, innovations, and commercial performance. The VPO will work closely with Directors to manage the P&Ls of all operating companies as well as to lead key technology innovations and projects.

The ideal VPO will quickly demonstrate the aptitude to become Jibu's Chief Operations Officer (COO).

Supervision Received: This position works reports directly to the CEO

Duties & Responsibilities:

Business Growth - COMMERCIAL

- Performance management across all markets
- Manage the Country Directors/P&L owners of Uganda, Rwanda, Kenya, DRC, South Sudan and Ghana and achieve growth and profitability targets
- Grow the brand in line with the operating standards of the company
- Implement the marketing strategy of the company across all markets
- Manage the relationship and performance of all AMF markets (currently Tanzania, Burundi, Zambia, DRC)
- Lead the annual business planning in conjunction with the budgeting process
- Establish commercial partnerships and ventures within all markets to drive success of the business
- Observe market trends, risks and opportunities to adapt business as needed
- Steer compliance with business plans and budgets and facilitate regular reviews of actual performance
- Manage key stakeholders and regulators to enable efficient the business plan execution

Operational Efficiency - TECHNOLOGY & OPERATIONS

- Lead the Innovations, IT and Hardware strategy of the company to grow the operations by 10x over the next 5 years
- Manage the Supply Chain function
 - Logistics to and between all markets in Africa
 - Procurement and contract management to improve GP margins on supply chain
 - Internal operations and efficiencies
 - Build, maintain and enhance the supplier network
- Project manage key internal operations improvements such as adaptations to the Water Treatment System, IoT integration, and the procurement and
- Lead the setting up of the operations for new product lines
- Be ultimately responsible and accountable for the regulatory compliance and product quality across all markets

- Hardware management across all markets
 - Monitor performance of Water Treatment and Technology systems and seek for efficiencies to drive down operational costs
 - Establish preventive maintenance schedules and SOPs
- Assess, review and develop the IT and data infrastructure to increase efficiencies at Franchisee and Franchisor level
- Be an implementer and work closely with all markets to actualise innovations across all sites within Jibu's complex and decentralized network
- Manage Jibu's engineering, IT, SC, and product development functions

Experience Requirements

- A proven record of commercial success as a Manager within a high growth environment
- Experience managing multiple P&Ls to ensure sound business decisions
- Able to concurrently lead, track, and prioritize multiple projects to success
- A proven innovator who is able to drive tech-enablement and new product development within the constraints of technical complexity
- Willingness to travel (expected travel in this role is 40-60 % of the time)
- Entrepreneurial or Intrapreneurial experience required
- Experience in project management required
- Experience in product development, supply chain, and /or franchising a plus

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 mature leader, able to influence and hold her team accountable to perform and thrive
- Highly motivated to set the pace and *Get Things Done* in an autonomous and entrepreneurial manner
- Strong entrepreneurial and business instincts; a strategic and decisive leader
- Impeccably honest, reliable, and dedicated
- Strong communicator in spoken / written English; knowledge of French is a plus

Internal Interfaces:

- Directors
- Operating Company Teams
- Executive Team

External Interfaces:

- AMF Partners
- Regulators and stakeholders
- Partners

Interested? Please apply by expressing your interest and a link to your LinkedIn or CV to jobs@jibuco.com with the subject line, "VP, of Operations"