



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

Job Title: Franchise Development Officer

Department: Franchise Development

Duty Station: Uganda Office

Reports To: Country Manager

Contract Type: Full Time

Management Responsibility: Oversea a cohort of about 10 Franchisees

Job Purpose:

Jibu Uganda is looking for a **Franchise Development Officer** who will be responsible for coaching and developing the Jibu Franchisee network to enable them to achieve - Business KPI - Volume, LPG, Porridge sales and other essential products. The Franchise Development Officer ensures that the Franchisee is highly committed and dedicated, the team well trained and fully equipped and the company's efforts aligned with the Franchisee's needs.

Duties & Responsibilities:

1. Business Development Management :

Research and identify new business opportunities - including new markets, growth areas, trends, customers, partnerships, products and services - or new ways of reaching existing markets

2. Performance Management:

Ensure high performance of all Franchises in the cohort - including managing franchise profitability/ Financial Performance analysis, and Team Performance

- Conduct formal franchise performance reviews and co-develop work-plans to close gaps
- Franchisee Target setting & business planning to deliver sales and costs target

3. Franchise Audit & Compliance:

Supervise and monitor the Franchisee and their staff to ensure compliance with Jibu Pillars and Standards, JibuCo Payments, territory guidelines, taxes and other statutory obligations

4. Franchise Relationship Management

Responsible for the day-to-day relationships with franchises, ensuring consistency in engagement across the business.

5. Franchise Capitalization Responsibility

Manage the budget assigned to your cohort and coordinate various activities simultaneously and responsibly to achieve overall company objectives

Experience Requirements

Minimum Experience:

- A proven record of success and expertise in achieving sales and growth targets as Marketing & Sales Leader
- Able to concurrently lead, track, and prioritize multiple projects to success
- Leadership experience and able to inspire, motivate and mobilize diverse teams to achieve a common goal
- Highly motivated to *Get Things Done* in an autonomous and independent matter
- Strong entrepreneurial and business instincts
- People and social skills to maneuver difficult conversations, negotiate with business partners
- Able to represent the Jibu Brand and comfortably communicate decisions from managements to the franchise network
- Experience working a multi-unit business environment, social enterprise or startup is a plus

Interested? Please apply by expressing your interest and a link to your LinkedIn or CV to jobs@jibuco.com with the subject line, "UG/ Franchise Development Officer"