



# Manager – Operations and Business Development, East + Southern Africa (Africa-based)

## Market Expansion and Growth

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### Background and Position Description:

d.light innovations have helped shape global off-grid markets for more than a decade. With an expanding portfolio of solar lanterns and solar home systems that are distributed at more than 15,000 retail outlets in nearly 70 countries to 100 million customers, d.light continues to manifest its vision for designing and delivering the future of light and power.

Broadly speaking, d.light operates in two types of markets: vertical markets and non-vertical markets. Vertical markets are where d.light sells products directly to end-consumers (e.g. Kenya). Non-vertical markets are where d.light works with strategic partners able to manage the import, sale, and after-sales services necessary to support off-grid communities with d.light products.

As the Manager of Operations and Business Development for East and Southern Africa, you will be one of the first to join the recently launched Strategic Partnerships and Growth team, which will be focused exclusively on developing non-vertical markets (B2B) in Africa. Your overarching goals will be (1) to reinforce the relationships and operations between d.light and its existing strategic partners, and (2) to source, launch, and manage new strategic business partnerships. Your territory is extremely dynamic, and covers from Somalia to South Africa.

### Key Responsibilities:

- **Client and Project Management** – Collaborate side-by-side with existing d.light partners in order to streamline operations and creatively remove roadblocks to growth.
- **New Business Development** – Develop rank-ordered, value-based pipelines of strategic partnerships, and then close deals in order to deepen d.light's presence in the region and measurably accelerate partner growth.
- **Strategy and Incubation** – Liaise with existing partners and other regional stakeholders in order to serve as d.light's regional voice for hardware and software roadmap planning. Work closely with



d.light's Product and Marketing teams to analyze new potential features and functionalities for d.light's software platform as well as for its portfolio of lanterns and home systems.

- **Research and Analysis** – Work closely with business clients and industry stakeholders to develop relevant market research that contributes to d.light strategy at regional and continental levels.

### All applicants must have:

- Native ability in English and Portuguese
- Experience closing deals
- 6-8 years of professional experience in finance and / or strategy consulting with demonstrated experience operating in emerging markets
- Experience working directly with B2B clients and senior internal teams to develop and execute go-to-market strategies for large organizations or start-ups in emerging market contexts
- Technology intuition with an understanding of mobile money, cloud-based software service delivery, and how these elements interact to support PAYGO business in emerging markets
- An innate ability to combine data driven decision making with strong interpersonal skills
- A passion for social enterprise with an unrelenting focus on driving both sustainability and profitability

### Great candidates will:

- Demonstrate experience in software product management and product marketing
- Demonstrate advanced skills in Excel, SQL, and Tableau
- Demonstrate an ability to rapidly understand the goals and motivations of both company executives and junior employees in order to recommend and implement strategies to drive growth for d.light and its partners
- Be a master of networking and show comfort working in unfamiliar business environments
- Demonstrate an ability to synthesize operational nuances into big-picture ideas
- Be purpose-driven and excited to thrive in a transparent, direct, non-hierarchical environment

### How to Apply

Interested candidates please send your CVs to: [hr.africa@dlight.com](mailto:hr.africa@dlight.com) by 22<sup>nd</sup> June 2018