



Position: Country Manager

Location: Rwanda

Company: Yellow

Website: www.yellow.africa

About Yellow

Yellow's goal is to build an enduring business that makes life better for our customers and creates great lives for our team. The Yellow group currently operates in Malawi, Madagascar, Rwanda, Uganda and Zambia. We provide solar-power electricity solutions and smartphones on a pay-to-own basis which makes these life changing products affordable to bottom of the pyramid households.

In Rwanda we have operated since 2022 and operate through smartphone merchants where we offer customers the ability to buy a smartphone on contract by paying monthly for 6-12 months. We have a team of 20 currently who underwrite, serve customers and manage merchants and we will be growing in 2025. This is where you will come in...

Who We Are Looking For

You will join a new and growing operational team in **Rwanda**. To succeed, you have to possess strong emotional intelligence, communication, entrepreneurial and problem solving skills. You should have a curious and creative mind, be eager to learn and build on your business acumen, as well as being able to address matters with pragmatism.

You will:

1. Drive commercial and operational outcomes
2. Develop, nurture and lead operational teams
3. Confidently and effectively represent the company to partners
4. You will have to have a Bachelor's degree at least

What Will You be Joining?

Yellow is a community of young dreamers who want to make life better for millions of African customers. We have a goal to reach 10 million customers on the continent by 2030. You would join a vibrant African community of creative thinkers and doers. We put our people first; customers, agents, suppliers and our team, as we recognise we are only as good as they are.

To do this, we need a high energy, go-getter team to help us. We want you on board if you are

- Fluent in English

- A go-getter, not shy at starting a conversation with team members, partners and customers
- Able to build trust and relationships with various different stakeholders
- Great communication skills to convince and speak to the right decision makers
- Commercial thinker with the ability to execute under pressure

Your Role

- Commercial and operational performance reporting and problem solving
- People development
- Identifying and unblocking operational issues
- Create a strong team culture
- Communicate clearly back to your team members (in South Africa and all other operating markets)
- Meet, coordinate and manage relationships with partners and third parties as directed by Country Head.

Remuneration and benefits

- You will earn a competitive salary based on performance of up to \$ 1000
- Exponential growth path within the company
- A rare opportunity to make an impact in the world by working with a world class startup

About Our Working Culture & Values

Our team is young and hard working. We value down time and flexibility, and we focus on outputs rather than hours in the office, but we also believe that we have a unique opportunity at Yellow and we work very hard to meet the high standards we set for ourselves.

We value resilience and self-reliance. Though we constantly organise ourselves to tackle problems in teams and ruthlessly support one another, we also believe that building independence and self-reliance in the face of challenges is an important part of growth.

We believe that long term sustainability is a worthwhile goal. Whether in one's personal life, from a business perspective, in relationships, or in the environment, we believe that prioritising



long term benefits over short term wins is a good strategy. As such, we aim for balance, and slow, steady and disciplined progress in all that we do.