



Position: Director
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 team in **Rwanda**. You will identify and assist in maximizing business performance and opportunities, and mitigating business and compliance risks, and ensuring compliance with laws and regulations (including but not limited to relevant licenses and taxes). 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

Your Role

- Have a good understanding of Tax (local income tax laws and submission process, local VAT laws and submission processes, any other local tax laws and submission processes relevant to our business)
- Have a good understanding of local employment (and employment tax) laws and related filing & submission processes
- Have a good understanding of ongoing regular submission requirements to regulators (i.e. companies records / filings being up to date)
- Have a good understanding of the exchange control processes and requirements of the country (for example: how to get funds out of the country back to our Parent Company in Mauritius and how to do this optimally for tax purposes)
- Strong relationships with banks on the ground
- Strong relationships with regulatory bodies on the ground, such as RRA and BNR and be able to represent us and meet with officials etc
- Have a good understanding of BNR regulations and reporting requirements for holding a "Buy Now, Pay Later" License.

Remuneration and benefits

- You will earn \$ 500 - \$ 1000 per month
- 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.