

## Business Development Manager (Southern Africa)

MPOWER Ventures, a Zurich and Madrid based venture backed start-up in the energy access area ([www.mpower.africa](http://www.mpower.africa)), is looking for an independent and entrepreneurial business development manager. This is an opportunity in a fascinating and rapidly growing field and in a start-up environment. The ideal candidate has experience in emerging markets (Africa experience is a plus), first working experience (ideally in a sales or technical position) and excellent communication skills in English.

The main tasks of the manager include, but are not limited to:

- Lead strategy and tactical execution for market development efforts with an immediate focus on a successful entry into an additional Southern African market (willingness to spend > 12 month there)
- Lead local operations and logistics
- Identify and support new local partners with a particular focus on sales and local operations
- Work closely with other team members to define the customer requirements and develop and deliver actionable plans to fulfill those requirements
- Review business practices and processes and provide detailed fact-based feedback
- Research regulatory and operational market procedures
- Support and roll-out MPOWER's after-sales strategy

The required skills and experience are summarized below:

- A demonstrated capacity to take initiative, overcome challenges and work collaboratively through relevant work or project experience
- A Master's degree in Business Administration, Management, Development Economics, Finance or engineering is desired
- Experience emerging markets (Africa experience is a plus)
- Outstanding written and verbal communication skills in English
- Team player and eager to learn new tools and roll-up sleeves to get the job done
- Proficient knowledge of French or Portuguese is a plus

The position is available immediately and on a rolling basis. The company is still early stage and can tailor the position to your interests.

Please send your application (CV, cover letter and references) to [manuel@mpower.africa](mailto:manuel@mpower.africa)