

Chief Business Development Officer

Advans Ghana – Accra

Are you looking for new challenges in a dynamic and multicultural environment? Do you want to utilize your leadership and your entrepreneurial spirit alongside international teams committed to advance together for sustainable development? Give meaning to your professional experience in joining our leading international microfinance group!

What will your role be?

Your mission will be to contribute to the sustainable growth of Advans Ghana, following Advans's global strategy to put the client first. You will also directly lead the important digital transformation that Advans Ghana will carry out over the coming months, which includes the change of the Core Banking System. You will directly report to the CEO. You will work closely with the Chief of Sales and Distribution and the Chief Risk Officer as well as the other Executive Committee members of Advans Ghana and in close collaboration with Advans Group's head office teams.

Your main responsibilities will be:

- ⊕ Contribute to the definition and implementation of the institution's commercial strategy (clients/products/distribution channels):
 - Develop and ensure the success of new products/services/channels in particular by coordinating the work of the various departments involved (Networks, Logistics, IT, Risk, Marketing, etc.);
 - Manage and optimize the performance of customer segments and products, ensuring that it is aligned with the competitive environment and the needs of customers; monitor and optimize client satisfaction and loyalty.
- ⊕ In coordination with the CEO and other key actors of the overall project, lead the digital transformation of the institution, impacting every aspects of Advans Ghana business (organization, processes, products and services).
- ⊕ Manage directly the Marketing Communication & Branding, Segments Management & Customer care, Partnerships development, Alternative Delivery Channels and Back Office teams (around 25 employees).
- ⊕ Supervise the updating and ensure that the sales teams have a good grasp of the norms and standards regulating Advans' commercial activities (policies, procedures, etc.)
- ⊕ Foster and enhance the partnership strategy of the institution, in particular within the Agriculture and digital sector.

What kind of profile are we looking for?

You hold a Master's degree in management, finance or development and you are interested in financial inclusion and Advans's missions. You have:

- ⊕ At least eight to ten years' professional experience, including five years in an executive business development position
- ⊕ A proven experience in the management of a Business Unit in financial services (retail banking, financial institution, mobile money operators, etc.)
- ⊕ An experience in managing large scale digital transformation project (eg. CBS migration, etc.)
- ⊕ An experience in managing multi-disciplinary teams within an international group
- ⊕ An accomplished experience in a developing country, ideally in Africa
- ⊕ A very fluent English, and preferably a good command of French

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- ✦ Excellent entrepreneur, leadership and organizational skills with a strong results-oriented approach
- ✦ Excellent interpersonal skills and cross-cultural sensitivity
- ✦ Ability to find pragmatic solutions adapted to the local context

Does this sound like you? You might just be the new team member we are looking for!

Apply now: https://advans.aragon-erh.com/new_rec_portal/apply/1808/FR

Want to know more about Advans?

Advans is a leading microfinance group established in 2005. Advans mission is to respond to the need for financial services of small businesses and other populations who have ill-adapted, limited or no access to formal financial services. The Advans Group currently spans nine countries: Cambodia, Cameroon, Ghana, the Democratic Republic of Congo, Côte d'Ivoire, Pakistan, Nigeria, Tunisia and Myanmar. As at end December 2019, the group served more than 1,000,000 clients and employed more than 7,600 staff. The group's shareholders are EIB, KfW, FMO, CDC Group plc, FISEA (AFD Group) and IFC.

Advans Ghana is an affiliate of the international microfinance group Advans, which has started its activities in 2008. The institution offers a full range of adapted financial products and services to micro, small and medium sized enterprises, and to micro entrepreneurs and smallholders farmers in Ghana. The institution serves more than 68,000 clients through a network of 20 points of sale and 638 staffs.