

Managing Director East Africa

Link: <http://ttcmobile.com/job/managing-director-east-africa/>

September 10, 2015 Kampala, Uganda [Sanne Handgraaf](#) Managing Director

TTC Mobile, a social enterprise founded in 2007 with headquarters in the Netherlands and hub offices in Uganda, Bolivia and Indonesia, is a pioneer in the field of mobile marketing in emerging markets. We enable our clients to connect to their target group. To illustrate, mobile phones play an important role in the daily communication of over 80% of the African population. We believe that access to information is key for development. Therefore we set up mobile campaigns and are experts in how to access, interact with and understand people in emerging markets. We have a strong presence in more than 20 countries and have a reach of 500 million people in Africa, Asia and Latin America.

TTC currently has over 35 staff members and for our office in Kampala (Uganda), we are looking for a:

MANAGING DIRECTOR EAST AFRICA (FULLTIME)

As Managing Director East Africa at TTC, you will join a rapidly growing and dynamic organization. You will be responsible for managing and motivating your staff (Uganda office), the Interim Sales Manager East Africa and ensure efficient running of the team based on targets and output (daily management, recruitments, incentives, effectiveness). Another responsibility is business planning and execution (resource planning) of the long term strategic and annual plan.

It is important that you are able to work independently and set high standards of performance for yourself and your team. The position is a hands-on job and you will get the chance to co-develop and implement a policy for an effective and efficient operation.

The Managing Director East Africa will expand TTC's sales network within the mobile marketing market, create revenue shares with Telco's with the aim of optimizing our reach through profiled databases for the East African region. Besides this, you are accountable for developing strategic plans for the diverse market segments (corporate, NGO/Governmental, CSR) in East Africa. Overseeing and reporting about the day-to-day finance in the East Africa office is part of your job as well. Flexibility is important for this role due to work related travel.

You are supervised by TTC's Amsterdam office and work closely together with the Board of Directors and the Operations Manager in the Netherlands. Additionally you are part of, and will be working with the Management Team of TTC and you will report to the board on a monthly basis about the status of operations in East Africa.

We always appreciate initiatives and there is room for input and innovative ideas to develop yourself and the team!

Your profile

- You finished a Master level education (preferably in Business and/or Economy);
- Minimum of five years' experience in strategic business development;
- Track record in managing a team;
- Fluent in English in oral and written, and a business proficiency;
- You live in Kampala area;
- Interested in working in an international environment and emerging markets;
- Excellent leadership qualities;
- Commercial attitude and experience with negotiations;
- Communicative;
- Flexible;
- Proactive, energetic and hands-on;
- Independent attitude towards work activities.

Our offer

- An interesting position in an international setting;
- A young and dynamic organization with a strong mission and an excellent reputation;
- An organization where there is room for your ideas, your input is sincerely appreciated and apart from results, collaboration, innovation and fun play a central role;
- You will be well compensated according to local standards, taking into account your background and experience.

Your application

Are you interested in this job and are you able to start as soon as possible? Please send your resume and application letter before 24th of September 2015 to hr@ttcmobile.com with the subject line: "MD East Africa".