

Jiji Cars45 is one of the leading automotive companies in Africa and we are looking to hire a competent Head of Retail Operations - Kenya.

As the Head of Retail Operations in Kenya you will be responsible of overseeing operations in the whole Kenya region. You will be responsible for leading and managing daily business operations to achieve business goals and maximize profitability.

RESPONSIBILITIES

The following are duties you will be responsible for:

- Direct and control the work and resources of the company
- Ensure the recruitment and retention of the required numbers and types of well-motivated, trained and developed staff
- Develop and implement strategies to aid company in achieving its mission and objectives
- Prepare a corporate plan and annual business plan and monitor progress against these plans to ensure that the company attains its objectives as cost-effectively and efficiently as possible
- Provide strategic advice to the Board and keep them aware of developments within the industry and ensure that the appropriate policies are developed to meet the company's mission
- Ensure company complies with all relevant statutory and other regulations
- Develop and maintain research and development programs to ensure that the company remains at the forefront in the industry, applies the most cost-effective methods and approaches, provides leading-edge products and services and develops a competitive edge over others within the industry
- Ensure all branches are working optimally and achieve sales results

ABOUT US

Jiji Cars45 is a part of Jiji, the leading online marketplace in Pan-African countries, with over 200 million users from offices in 10 countries. We work every day to make sure that people have a place for safe buying and selling cars. We constantly improve the quality of service, and

we always help our customers to seal deals. That's why now, to be of even more use, the company needs talented and motivated people.

REQUIREMENTS

We believe that you will succeed better if you possess the following:

- A Bachelor's / Master's degree in Finance / Business Management/ Sales and Marketing or related field of study from a reputable University
- Experience leading an Automotive company
- Experience in Project Management
- Knowledge on budget preparation, basic financial related matters, and reporting against financial objectives
- Proven track record in leading a team to continuous revenue growth
- Excellent managerial skills including planning, organizing and directing work
- Experience in effectively communicating key data, including presentations to senior management

BENEFITS

We generally offer a vibrant culture, great work ambiance, super intelligent workforce, and a relaxed dress code in order to harness the power of innovation. We care a lot about our employees. It's obvious that for efficient work you need to stay in favorable working conditions.

That's why we offer you the following benefits:

- A competitive salary and one of the best in the industry;
- TGIF every last Friday of the month and regular Team Building events;
- Leadership development and new opportunities to grow as we are constantly expanding;
- An opportunity to work with a dynamic and international team all across the world.

TO START THIS CONVERSATION

Please send your CV to hr@jiji.co.ke using the job title as the subject of your email. We look forward to speaking with you more about this opportunity.