

NEW VACANCY

Let's grow together, become our

BIG DATA OFFICER



Bachelor degree in computer science, data science, statistics, mathematics or other related fields.



A minimum of 2 years of work experience in a related field.



CORE RESPONSIBILITIES

- Develop descriptive and predictive models in Python, R, SQL or other relevant data science tool to enable development of right methods and strategies towards products usage uptake and customer segments penetration.
- Observe and analyse trends of product lines, customer behaviour and general business performance from both mobile money usage and basic mobile usage and identify opportunities, gaps/risks, discrepancies, commonalities, or changes and present the findings and propose relevant initiatives from a data science perspective to product, segment owners or senior management.
- Advance customer segmentation techniques to better understand and categorize customers for improved targeting and optimization of interventions.
- Discover patterns in data using data mining tools to better inform the business to improve understanding and interpretation of agents of change (internal or external drivers of change).
- Deliver on Machine Learning solutions that will drive revenue and reduce costs.

CORE COMPETENCIES

- Strong interpersonal/communication skills and the ability to work effectively with a wide range of cultures and expertise.
- Mastery of data analytical tools. At least two in this list (Python, R, Julia, Tableau, Power BI, ARCGIS/QGIS). SQL is mandatory.

"We are committed to equal employment opportunities and unbiased treatment of all individuals in all employment practices". Only shortlisted applicants will be contacted".

If this description corresponds to you, grow with us by applying before **September 23, 2024**.

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NEW VACANCY

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GOVERNMENT BUSINESS RELATIONS OFFICER



Bachelor degree Business Administration or other related fields.



A minimum of 3 years of work experience in corporate sales dealing with government, financial services, banking and products management.



CORE RESPONSIBILITIES

- Enhance relationships with government agencies (Mainland & Zanzibar) and align with their growth plans to increase market share in government payments.
- Foster improved relations with government sectors to expand our agriculture portfolio.
- Represent Tigo Pesa in government-related stakeholder meetings, making presentations and ensuring appropriate representations.
- Monitor and anticipate government business and financial activities to leverage opportunities for business improvements.
- Support substantial growth in Mobile Financial Services (MFS) revenues from government business.
- Support the development and management of government-related products, including contract negotiations, SLAs, products lifecycle, and marketing strategies.
- Support the design and implementation of tailored value propositions for government entities and managing the onboarding process for targeted agencies.

CORE COMPETENCIES

- Proven track record of successfully closing sales deals.
- Experience in pipeline management, contracts management, bidding and SLA management.
- Ability to engage in effective and persuasive negotiations.
- Effective stakeholder engagement and management techniques.
- Effective communication and presentation skills.

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