

Country Manager

Location: Manila, Philippines

Employment Type: Full-time, 40 hours per week

Career level: Experienced (Manager)

We are looking for a Country Manager to join and lead our team in the Philippines. With support from the HQ Managing Director, the Country Manager will be responsible for managing and expanding all operations: human resources, marketing and sales.

As Oradian is poised to grow its customer base exponentially every year, the Country Manager will need the experience and enthusiasm necessary to grow the organisation and an expanding team. We need a leader who can play an active role in recruitment and raising awareness of Oradian.

The Country Manager will be based in the office in Makati, Manila. The position requires regular travel throughout the Philippines and occasional travel to the Oradian HQ in Zagreb, Croatia.

Responsibilities

Leadership

- Develop strategic plans to reach or exceed local sales targets
- Take responsibility for reaching or exceeding local sales targets
- Represent Oradian at conferences and events
- Establish new partnerships with customers and local organisations
- Support the team through the sales process
- Build the Oradian brand for new recruits in-market
- Maintain the Oradian culture within the team and in all offices

Management

- Manage current team of 15 people
- Recruit, onboard and train new recruits
- Manage all budgets and regulatory obligations
- Oversee all daily operations
- Maintain key partnerships
- Communicate with HQ regularly



Qualifications and experience

- At least four years of work experience
- Bachelor's degree from a top university
- Experience in sales
- Experience at a microfinance institution, credit cooperative or rural bank

Competencies

- Fluent in English
- Excellent communication skills, both written and verbal
- Outstanding planning, organisational and execution skills
- Team player

About Oradian

Oradian – and why it's a game changer

Oradian is connecting millions of underserved individuals to financial services with Instafin, Oradian's cloud banking platform for marginalised financial institutions. Instafin delivers real business benefits and enables institutions to reach more clients.

We have a team of talented and committed experts in technology and microfinance and work in an open, collaborative culture. Right now, there are 50 of us all over the world, and we have an aggressive growth plan.

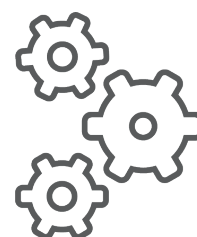
Where we work

Oradian is headquartered in Zagreb (Croatia) with offices in London (UK), Lagos (Nigeria) and Manila (Philippines). We are currently focusing on customers in Southeast Asia and Western Africa. We plan to expand within both regions and to Latin America.

Recognition

Oradian's long list of awards in the fintech and microfinance industries include:

- Winner of Best Microfinance Enabler Platform - Cashless Africa 2017
- Winner of Microfinance Empowerment Recognition Award - Cashless Africa 2017
- Winner of Digital Finance Plus (DF+) Saharan Africa at Mondato - SubSocial Impact Award for 2016 Summit Africa



- Winner of Beacon of Information and Communications Technology Awards 2016 - The Most Innovative Core Banking Platform of the Year Microfinance
- Winner of Central European Startup Awards: Best Fintech Startup 2015
- Winner of Wired Money 2015
- Winner of Shift Split Conference Startup Competition 2014
- Winner of the Pioneers Festival Startup Challenge 2014
- DEMO Africa Swell Award Finalists 2014

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