



Country Manager, South Sudan

About Us:

We are a team focused on people, clients and goals; a team that collaborates, innovates and creates positive impact on a daily basis. We improve lives through our technology solutions in emerging countries. We foster a culture of innovation that enables our team members to solve complex problems and deliver exceptional human results in a digital world. By joining **NuRAN Wireless**, you will help create a better future!

We adhere to the principles of diversity and employment equity. Your contribution and unique talents will be valued, respected and sought after within the team.

Full job brief

We are currently looking for a **Country Manager, South Sudan**, to support our team. Reporting to the **Chief Operating Officer**, the **Country Manager** oversees the operations of **NuRAN Wireless'** subsidiary in South Sudan, including logistics and new business development and ensuring profitability. He is also responsible for managing all operations, recruiting staff and creating budgets. The **Country Manager** also develops and submits key performance indicators (KPIs) and progress reports.

Develop operational plans:

From communications to warehousing, the **Country Manager** ensures that all aspects of **NuRAN Wireless** run smoothly. It ensures that the affiliate adheres to all country regulations and cultural guidelines. He also develops plans for organizational growth and sales improvement.

Implement brand strategies:

The **Country Manager** is responsible for branding **NuRAN Wireless** in South Soudan. He designs advertising and promotional plans and is involved in the strategic positioning of products and the development of brand marketing worldwide.

Generate progress reports:

The **Country Manager** assesses the organization's ongoing progress as well as sales and marketing success. It produces and compiles reports to be submitted to superiors at the company's head office. It reports on budgets, sales growth or decline, new business leads, and regulatory compliance.

Recruit and train staff:

The **Country Manager** oversees the hiring and training of staff. It can be used in personnel selection, training development, planning and ongoing professional development of employees.

Main responsibilities:

- Manage the achievement of service performance;
- Liaise with key and strategically important customers at the appropriate level to ensure customer loyalty, development and growth of new business;
- Create, maintain and develop a favorable image among its various influential audiences such as customers, business partners, industry organizations, trade unions, and government/regulatory bodies to facilitate the growth and development of the organization;
- Ensure that the annual business plan, including revenues, cash flow, earnings and service levels, is adhered to and that corrective action is taken to correct any negative variances;
- Determine local tactical plans, aligned with regional and global strategy and market approach in the global regional and global context;
- Exercise strong leadership to ensure that agreed strategies and objectives are communicated and implemented effectively;
- Contribute to regional direction, ensuring that local environmental factors are taken into account in the development of strategies and policies;
- Ensure improved revenue yield and market share growth through development;
- Actively monitor the market, ensuring that competitors' strategies and actions are fully known;
- Continuously review and improve business processes to improve productivity and add value to the business;
- Ensure the financial well-being of the organization from a legal, statutory and management point of view of the company;
- Improve liquidity through sound capital and debtor management;
- Plan and implement corrective actions to improve service and transit time performance while managing costs;
- Determine the country's organizational structure, roles and responsibilities, and performance targets and objectives;

- Manage the allocation of appropriate resources and staff commitment to the achievement of global, regional and country goals and targets;
- Identify training needs, opportunities and develop a highly skilled functional workforce by ensuring that the company is a great place to work;
- Align people and skills to achieve business goals and manage staff skill and performance levels based on service requirements and business needs.

Requirements:

- University degree in telecommunications engineering, accounting, finance, business **administration** or equivalent options;
- Minimum of 5 years of experience in a similar position;
- Mastery of the Office **suite** in particular Excel (advanced formulas, pivot tables, etc.);
- Advanced communication and presentation skills in a multicultural context;
- Significant experience in senior management or general management or in similar companies, related to services;
- Excellent time management, problem-solving and priority setting skills in a dynamic and fast-paced environment;
- Broad understanding of all functional aspects of the organization and strong experience in managing a complete profit and loss entity of relatively similar size;
- Thoroughness, precision and **ability** to work within strict deadlines;
- Collaborative spirit and ability to work well within a cross-functional and multicultural team, and to establish good working relationships to influence your colleagues at all levels of the organization;
- High degree of business acumen and understanding of the external economic environment;
- Exceptional and motivating leader, able to influence and able to develop strong and lasting **business** ties;
- Experience in telecommunications, equipment manufacturing and /or network operation, strong asset;
- Very good knowledge of the region;
- A willingness to stay the course on the results.

Qualities and aptitudes:

- Ease of communication;
- Teamwork and collaboration;
- Strong spirit of analysis and synthesis;
- Sense of responsibility and autonomy;
- Rigor and attention to detail;
- Orientation Client.

NuRAN is also:

- Work in a company with well-established values;
- Work in an international company;
- Have easy access to senior management;
- Work in a versatile, dynamic and innovative team;
- Work in a user-friendly environment, in hybrid mode or teleworking;
- Have flexible hours for a better work-life balance;

- Possibility of teleworking;
- Flexible working hours.

Place of Employment: South Sudan

NuRAN Wireless is a specialized telecommunications company that meets the growing demand for wireless network coverage in remote areas. With its innovative and affordable solutions of 2G, 3G and 4G technologies, **NuRAN Wireless** offers a new possibility for more than one billion people to communicate effectively over long distances.

NuRAN Wireless works every day to democratize access to mobile wireless services and telecommunications in rural and remote areas. No matter how far our customers are from the main cities or how small their village is, we allow them to communicate with the rest of the world. We empower them to overcome the social and economic challenges that must be addressed for a community to progress. Our mission: to connect billions of people in rural and remote areas to a fast, reliable and scalable wireless network through innovative and affordable solutions.

Our team of experts is spread across many countries around the world. We offer a dynamic, multicultural and engaging workspace.

**the masculine is used for the sole purpose of lightening the text*