

## Business Developer ASEAN - Nairobi, Kenya



Six months starting April/May '20

Fintech Internship in partnership with Catalyst Fund

*Kwara is looking for a talented student like you! We want you to join us in Kenya, help us grow our startup and expand to new markets. You will be part of a global and energetic team in Nairobi, learn from our fast-growing fintech practices and become a catalyst for our success!*

### About the company

Kwara is a B2B fintech startup in Nairobi and Berlin with a unique mission, exceptional team and global impact potential. Our mission is to digitize Savings and Credit Unions in emerging markets that serve the 3 billion un- and underbanked population. These financial institutions hold a staggering \$2.6 trillion in assets worldwide, but have yet to benefit from digital innovation. Our intuitive, secure and SaaS - based digital banking platform offers them the chance to grow their profits, connect to the digital ecosystem and serve their members better. With a dozen happy clients in Kenya, an ambitious team and a burning desire to grow at least tenfold in 2020, we are well on our way to become a market leader in Kenya and ASEAN. Are you with us for this ride?

### About the responsibilities

As a business developer, you will together with our CEO and Head of ASEAN be responsible for:

1. Scoping out our growth potential in ASEAN, identifying the total addressable market, benefits and risks of various countries as Thailand, Malaysia, the Philippines, Indonesia, and others
2. Researching the similarities between Kenyan and ASEAN markets, specifically in terms of pain points, competitors, partnerships and regulatory landscape
3. Identifying key differentiating factors across markets and prioritize order of importance for Kwara short-term and long-term
4. Leverage available networks to initiate contacts with stakeholders in the ASEAN market with the goal to gain a deep understanding and qualitative insights into new markets, the culture and the customers, as well as quantitative insights for decision making
5. Drafting a market entry strategy for the top three most promising markets
6. Assessment of timeline, budgets and constraints to enter promising markets

### About the requirements

Our team is looking for highly motivated students with the following qualifications:

- Is hands-on, takes initiative and can lead projects independently
- Analytic and structured, can create informative presentations and reports for decision making
- Is able to distill important learnings and draw conclusions from a wide set of data, both qualitative as well as quantitative
- Can gather, analyze and make decisions based on data, and decide when more data is needed for an informed decision
- Strong social skills and experienced with different cultures, able to converse with multiple stakeholders from different backgrounds
- Excellent communication skills, both verbally and written
- Excellent planning skills

### About the reward

## **Business Developer ASEAN - Nairobi, Kenya**



**Six months starting April/May '20**

### **Fintech Internship in partnership with Catalyst Fund**

Kwara offers a unique working environment. We are a team of odd, different, yet surprisingly aligned team members who strive for the very best of themselves. Our team thrives on big wins and will work relentlessly to achieve them. We offer you this challenge with our deeply entrepreneurial culture, where everyone has equal input and can offer new ideas and solutions. We expect you to be part of a ride you will never forget, with our team, our partners and our clients in this beautiful country called Kenya!

