



East Africa Growth Lead Angaza Design, Inc.

Pay-As-You-Go solar energy for emerging markets

ABOUT ANGAZA Angaza tackles global energy poverty by enabling off-grid customers to purchase clean energy in affordable amounts over time. Our business-to-business Pay-As-You-Go (PAYG) technology serves manufacturers and distributors selling solar products in some of the most demanding and dynamic markets in the world. Angaza is a for-profit social enterprise based in San Francisco, California and Nairobi, Kenya; our small and growing team shares a passion for technology and a desire to address unmet needs on a global scale through innovative, market-driven solutions.

DESCRIPTION OF ROLE We are recruiting a Growth Lead to join our Nairobi team and expand our global distribution network. This is an exciting opportunity to hold a key role in a rapidly growing company, as we scale our presence throughout East Africa and the developing world. The chosen candidate will oversee closing partnerships with our existing pipeline of prospective distributors, as well as actively identifying and converting new leads. The position will report directly to the Director of East Africa Operations and will include periodic travel.

JOB RESPONSIBILITIES

- Identifying and recruiting new distributors
- Fine tuning collaborative distributor vetting alongside manufacturing partners
- Performing industry research to support Angaza's global growth strategy
- Communicating new product developments to prospective partners
- Providing feedback from potential distributors to company leadership
- Supporting strategic enhancement of the Angaza PAYG technology platform based on feedback from prospective partners
- Working with the team to develop proposals, pitches and approaches that speak to prospective partners' needs and objectives
- Representing Angaza at key industry events

ATTRIBUTES DESIRED

- 2-3 years sales experience (required), previous solar experience preferred
- Very strong written and verbal communication skills
- Demonstrated proficiency with MS Office Suite
- BA/BS; sales- or business-related discipline preferred
- Experience living and working in a developing/emerging market context preferred
- Comfort with public speaking and managing external relationships
- Comfort with periodic travel
- Happiness in a very dynamic, fast-paced, flexible (and fun!) atmosphere

TO APPLY Send your résumé and a detailed cover letter to careers@angazadesign.com using the subject line "Angaza Growth Lead Position". **Note that applicants must send a personalized cover letter to be considered.** Due to application volume, we will only be able to follow up with the most promising candidates. We plan to fill this position quickly, with a start date in early December.