

## Manager – Corporate Development

### Description

As a Manager on the Corporate Development team, you will work closely with FairMoney's CEO to identify, scope, prioritize, and execute opportunities to grow revenue. You will help assess both organic and inorganic growth opportunities, including: (i) launching new markets (ii) expanding into new product verticals (e.g. SME lending, payments, stock trading, remittances, etc.) and (iii) value-add acquisitions. You will work closely with its Product, Growth, and Operations teams to own the end-to-end execution of new strategic projects and help propel FairMoney to our next phase of growth.

### Responsibilities

- Work directly with CEO to identify opportunities to diversify and grow revenue (e.g. new products, entering new markets)
- Assess competitive landscape and opportunities to acquire / partner to build scale
- Drill into unit economics of potential opportunities to develop a strong business case and understand P&L impact of new opportunities
- Manage stakeholders for potential M&A activity, including coordinating due diligence processes, analyzing acquisition targets, and working with key internal teams (e.g. legal, compliance, engineering) to assess fit and synergies
- Work with Product and Tech teams to align on product roadmap for new markets and product features
- Advocate for growth opportunities for FairMoney – you should champion why we need to invest in a certain area, with a deep grasp of the unit economics and financial returns

### Qualifications

- 4-6+ years' experience at a leading strategy consulting firm, investment bank, or tech startup
- Experience in emerging markets and fintech (preferred), with willingness to travel
- Motivated self-starter: Enthusiastic about owning and solving challenging problems autonomously
- Commercial mindset: Strong business acumen, strategic thinking, and focus on results
- Strong project management: Comfortable structuring a problem, setting priorities, and aligning stakeholders to execute strategic projects end-to-end
- Excellent analytical and communication skills: Able to concisely convey your strategic recommendations and analysis to the CEO and management team
- Launching products: Experience ideating and launching new products, especially within the financial sector, is a plus

### Hiring organization

FairMoney

FairMoney is building the leading mobile bank for emerging markets. For most of the positions, it's possible to join FairMoney remotely or in one of our offices: in Paris, Bangalore, Lagos, and Riga.

FairMoney is unique thanks to its international exposure (with offices on 3 continents) and its impact-driven mission: we bring financial inclusion to underbanked people in emerging markets! We give 10,000 loans daily (one every 8 seconds!) in Nigeria and India, and have banking operations in Nigeria, with over 2 million users

### Employment Type

Full-time

### Job Location

Lagos, Nigeria

### Date posted

14 December 2022

APPLY