



Social Business Manager

Join our soap business in Maputo and be a part of creating positive change that benefits local communities.

This is a unique opportunity to use your entrepreneurial skill set and drive positive change that benefits local communities. Be part of an international and interdisciplinary team in Maputo and lead the growth of this Mozambican start-up into a fully sustainable business.

As a young and growing business, we value diversity and are committed to promoting inclusivity in our workplace. We also encourage female applicants to apply for this position.

About YAKOKO:

We, Yakoko, are a Mozambican soap start-up and part of WATER FOR WATER (WfW), an international Non-Profit Organisation, focusing on water, sanitation and hygiene. With our small but growing team we produce, deliver, and sell high quality, artisanal and locally produced soaps to customers across Maputo.

Role:

We are looking for a highly qualified and motivated Social Business Manager to join us and drive our Start-Up forward in terms of business and social impact. You will be responsible for managing and leading the team, identifying market opportunities, building relationships with customers, and working closely with the sales team to set and achieve sales targets.

We want to emphasise that the requirements listed in this job description below are intended to serve as guidelines rather than strict prerequisites.

Responsibilities:

- > Hire, inspire, and lead by example an interdisciplinary team of motivated individuals
- > Develop, execute, and adjust a business plan to scale up the company
- > Ensure the financial health of the company by stabilising and growing the business
- > Develop monthly and yearly budget goals and work closely with the accountant to supervise the finances of the company
- > Build and maintain strong customer relationships
- > Ensure efficient stable supply chain, inventory management and distribution
- > Set production goals and predictions and support the ground manager to achieve them
- > Oversee quality control to ensure that our artisanal soap meet highest standards of quality
- > Work closely with WfW management in Maputo and Switzerland

Applicants should meet most of the following requirements:

- > Bachelor's degree or higher in business administration, management or related field
- > Fluent in English and Portuguese
- > 3+ years of experience in business development and operations management
- > Proven ability to develop and execute business plans
- > Leadership experience, leading by example, work collaboratively with an interdisciplinary team
- > Excellent communication and interpersonal skills
- > Strong analytical and problem-solving skills
- > Experience with supply chain and inventory management
- > Strong financial analytical skills and number oriented decision-making

If you are a motivated and experienced entrepreneur or business developer who is passionate about growing a sustainable business, we encourage you to apply for this opportunity by 15th June 2023.

Expected start date of employment is July 2023 or as agreed.

Please send us a short cover letter and CV to yakoko@aguaporagua.com. A short video about you would be very helpful for your application.