



PARTNER RELATIONS MANAGER

The Opportunity:

Arifu, a high-growth edtech company in Nairobi, is looking to hire an ambitious Partner Relations Manager to support the Business Development team to fuel the growth of our impact and profitability. The Partner Relations Manager will gain valuable experience attending conferences, networking with multinational organizations, and writing proposals for projects across various sectors.

About Arifu:

Arifu is a Nairobi-based edtech company making it possible for anyone to access the information and opportunities they need from the organizations they trust over any mobile phone. With Arifu, people seeking to learn can freely access the Arifu chatbot using interactive SMS or smartphone chat apps to master new skills, discover a world of free educational content, and earn rewards from our partners whether or not they have internet or airtime. The Arifu chatbot delivers personalized content designed in-house in close collaboration with our partners including financial service providers, mobile operators, agribusinesses and NGOs. Our partners use Arifu to engage, train, and capture data on underserved people across their value chains, especially hard-to-reach customers, retailers, and suppliers. Currently serving 830,000 learners in East Africa, Arifu has demonstrated results in increasing people's income and access to impactful products and services while creating shared value for partners. We recently closed a \$1.5 million funding round and are about to launch in Nigeria and Zambia.

Job Description:

As the Partner Relations Manager your responsibilities will include:

- Contributing to the strategy of, as well as producing, client proposals and grant applications, including using excel to generate project budgets;
- Conducting research to inform the Business Development team's sector strategies and Arifu's value-add;
- Generating new leads through networking, attending conferences and industry events;
- Creating powerpoint presentations and delivering pitches at conferences and client meetings;
- Tracking team KPIs, customer pipeline movement, and company metrics;
- Generating new product feature ideas by listening to client needs and staying up to speed on industry trends in edtech, fintech, agritech, and other emerging areas of innovation.
- Improving internal tools and processes for the sales team..

Qualifications:

A desire to impact lives, the ability to make a long-term commitment to your team and the product, and exceptional problem-solving abilities are all essential prerequisites on the Arifu team. For this role, we're also looking for someone with the following:

- Business Administration or Social Sciences degree or related field required; MBA preferred;
- 3-5 years of professional work experience in sales, business development, or grant writing;
- Ability to build and nurture new relationships and close deals with institutional executives;
- Comfortable presenting in front of audiences and clients;
- Strong technical writing skills;
- Strong Word, Powerpoint, and Excel skills and the ability to use the Google for Business productivity suite;



- Comfortable creating and analyzing budgets;
- Detail-oriented with strong analytical skills to exercise independent judgment and decision making;
- Ability to thrive in a fast-paced, resource-constrained, early-stage work environment;
- Fluency in English required; fluency in Swahili is an asset;
- Experience creating marketing materials is an asset, particularly with blog writing, website development, and/or presentations;
- Ability to be live and work in Nairobi, Kenya.

Compensation and Benefits:

Arifu offers a competitive compensation package including participation in the Arifu employee options program and the commission-based incentive and compensation model. Benefits include a comprehensive health insurance package, work permit for foreign staff, monthly airtime allowance, extra leave, a stocked kitchen, and plenty of ping-pong and foosball.

Application Process:

Send your CV to talent@arifu.com with "Partner Relations Manager" in the subject and tell us what excites you about this role.