



BURRO BRAND GHANA LTD

P. O. Box KF 721
Hospital Road at Market Street
Koforidua

phone: 0.50.60.70.555
email: info@burrobrand.biz
website: www.burrobrand.biz

Career Opportunity – Burro Credit Manager

About Burro:

Burro® sells quality products that help our customers save more and earn more. From quality solar home Power Centers to the world's most fuel-efficient gari roaster, the Elephant™, Burro products deliver better living affordably. Our collaborative, innovative, and dynamic team is making a real difference in the lives of real people across Ghana and beyond. You're welcome to join in the magic that Burro is creating.

Your Career at Burro:

Burro's mantra of *Respect, Innovate, Empower* extends to the unique corporate culture we are crafting. Burro elevates, celebrates, and develops smart, collaborative, problem-solving, hard-working, ethical leaders who see Burro as the best place to build their careers—and we are serious about living up to our end of the deal. Burro's future success across Africa depends upon our ability to attract and retain a new generation of civic-minded, entrepreneurial leaders—so expect unparalleled camaraderie, fast-paced learning, an inspirational mission, and regular demands to step up and live up to Burro's promise, *Do More*.

The Position:

Burro's Credit Manager will oversee the execution of all aspects of Burro's credit policy - both trade credit to reseller partners and asset financing through installment credit to end users. The Credit Manager will be responsible for hitting Burro's portfolio-at-risk (PAR) targets . Specific duties include:

- Manage Burro's credit portfolio, ensuring no more than 10% 30-day PAR and 2% 90-day PAR.
- Work with Burro's community-based representatives both over the phone and through visits to rural communities whenever necessary to increase collection rates. Develop incentive schemes for motivating representatives. Analyze best and worst performing representatives to understand best practices, and share those practices with all reps.
- Maintain Burro's credit policy. Analyze portfolio strength and recommend improvements in the credit policy to senior management. Work closely with both the sales and finance departments to ensure all elements of Burro's credit policy are implemented correctly.
- Serve on Burro's credit committee. Take the lead in setting agenda and discuss overall company credit strategy during monthly meetings
- Review credit applications. Personally investigate the largest customer credit applications. Accept or reject the staff's credit recommendations.

Qualifications:

- At least 3 years experience in credit collection, experience in rural microfinance strongly preferred
- Management experience preferred, particularly of remote teams working on commission
- Demonstrated history of honesty, strong work ethic, self-motivation, and problem solving
- Excellent spoken and written communication skills in English
- Fluency in at least one local Ghanaian language, with more local Ghanaian languages preferred
- Willing to locate in Koforidua, with frequent travel including extended work in rural communities
- A valid driver's license, with class A (motorcycle) preferred
- Passion for delivering on Burro's promise—Do More

To Apply:

Please send a cover letter and resume to careers@burrobrand.biz no later than **24th August 2018**. Email should have the subject line: **Credit Manager Opportunity**.