



Position:	Expansion Specialist
Locations:	DRC
Company:	Yellow
Website:	www.yellow.africa

About Yellow

Yellow's goal is to build an enduring business that makes life better for our customers and creates great lives for our team. We provide solar-power electricity solutions and smartphones on a pay-to-own basis which makes these life changing products affordable to bottom of the pyramid households. We sell through a network of rural agents and manage them remotely with technology, through a web-based platform we have developed called Ofefee. Our operation is lean because it uses exponential tech solutions, which allows us to efficiently meet the challenges of last-mile distribution. We currently operate in Malawi, Uganda, Rwanda and Zambia, and have recently launched in Madagascar. Here is where you come in...

Who We Are Looking For

You will be joining the growing Operations Team in the DRC, initially starting in **Mbuji-Mayi**, and focusing specifically on the growth of sales in urban and rural areas. You will be solving exciting and different challenges every day. To succeed, you have to possess strong entrepreneurial skills and be able to find practical solutions for problems.

What Will You be Joining?

Yellow is a community of young dreamers who want to make life better for millions of African customers. We have a goal to reach 10 million customers on the continent by 2030. You would join a vibrant African community of creative thinkers and doers. We put our people first; customers, agents, suppliers and our team, as we recognise we are only as good as they are.

To do this, we need a high energy, go-getter team to help us.

We want you on board if you are

- Able to solve problems no one else can
- Very flexible and willing to spend > 50% of your time travelling
- Comfortable traveling alone throughout the DRC (excl. Regions at war)
- Are very confident and comfortable engaging with people from all walks of life
- An adventure seeker

Your Mission

- Build the agent network by recruiting individuals to become Yellow Agents
- Build relationships and trust with influential people in towns and cities
- Build brand awareness by engaging with future customers in rural areas
- Solve challenges relating to Agent recruitment and their ability to sell
- Potential administrative tasks associated with setting up the business
- Work closely with your colleagues in the DRC
- Communicate clearly back to your team members not based in the DRC (South Africa, Malawi, Uganda, Rwanda, Zambia and Madagascar) on learnings and progress

Minimum Requirements

- Fluent in French
- Fluent in English
- Highly flexible for work travel
- Own a smartphone
- Open and interested to technological upskilling

Remuneration and benefits

- You will earn a competitive performance and task based salary
- The opportunity to travel extensively (within the DRC) and meet many people
- Exponential growth path within the company
- A rare opportunity to make an impact in the world by working with a world class startup

About Our Working Culture & Values

Our team is young and hard working. We value down time and flexibility, and we focus on outputs rather than hours in the office, but we also believe that we have a unique opportunity at Yellow and we work very hard to meet the high standards we set for ourselves.

We are low thrills and are careful custodians of money and resources. We love to travel to the countries we operate in and whenever we do, we make time to explore, but we do this, as with everything else, on a lean budget, cognisant of not diverting resources away from our customers, and our mission.

We value resilience and self-reliance. Though we constantly organise ourselves to tackle problems in teams and ruthlessly support one another, we also believe that building independence and self-reliance in the face of challenges is an important part of growth.

We believe that long term sustainability is a worthwhile goal. Whether in one's personal life, from a business perspective, in relationships, or in the environment, we believe that prioritising long term benefits over short term wins is a good strategy. As such, we aim for balance, and slow, steady and disciplined progress in all that we do.