

Product Associate

Description

Mobius Motors designs, manufactures, and sells highly durable, highly affordable vehicles for Africa's mass market. Our vehicles create a transport platform that empowers local entrepreneurs to run profitable transportation services to end-users in their communities.

We are seeking to hire an exceptional mid-career professional interested in a truly unique entrepreneurial opportunity to create impact on a global scale. The successful candidate will be responsible for the defining, prioritising and executing product innovation for Mobius vehicles and reviewing product line expansions and growth / diversification plans. The role will require a close working relationship with the Marketing Director, Technical and Operations Teams.

Product Development

- 1** Assist in defining product vision in liaison with the Marketing and Technical teams.
- 2** Work closely with the Technical team to provide human centred design inputs in the development of prototype products.
- 3** Liaise with Quality team to provide product development feedback and improve overall quality of the vehicle, within clear cost targets.
- 4** Support Marketing Director to conceive, develop and launch new products.
- 5** Support development of advertising, public relations and all marketing communications relevant product specifications and performance.
- 6** Monitor and evaluate customer satisfaction from existing products and provide structured feedback to Technical and Marketing teams for on-going support and development.
- 7** Participate in cross-functional teams to execute product development plan.
- 8** Monitor, anticipate and assess market, client, competitor and regulatory trends to drive product strategy and identify opportunities for new product innovation.
- 9** Support development of new product business cases, including assembling fact-based arguments and developing compelling presentations to senior management.
- 10** Conduct primary, secondary research and competitive analyses, including product performance, competitor response and market positioning.

Qualifications

An ideal candidate should have a track record of academic and professional achievement and demonstrate a strong business acumen and passion for Mobius's business. He or she should combine expertise in marketing, product development, finance, and analytics with exceptional communication, interpersonal and leadership skills as well as on-the-ground pragmatism and patience necessary to manage ambiguities involved with an early-stage venture in a developing country. Most of all, they should demonstrate integrity and accountability.

Required

- Bachelor's degree (minimum) in business subject with 3.4 GPA or higher from a top university worldwide. A master's degree will be an added advantage

- Minimum 3 years' experience in sales, marketing, product development, management consulting, or other similar roles for top tier companies
- Exceptional leadership and clear sense of direction
- Detail oriented and capable of delivering high quality outputs
- Excellent interpersonal skills to build strong rapport with others as well as the ability to influence
- Ability to effectively communicate timelines and project progress with both internal and external management teams
- A start-up personality; entrepreneurial, ambitious, independent, detail oriented, proactive, flexible, and resilient
- Excellent problem solving and analytical ability in cross-functional and multi-cultural environment; able to define problems, collect relevant data, extract meaning and draw valid conclusions
- A good sense of humour and an appreciation for different cultures
- Proven ability to work with senior management team to develop and implement company strategy
- Experience in managing budgets effectively, financial reporting, and setting up effective metrics and business processes
- Comfort with extensive domestic and regional travel when needed
- A fair level of technical expertise in automobile industry

Desired

- Masters degree (or higher) in Business Administration (MBA), Marketing, Engineering, Business or similar
- 4+ years related experience in product development, market research or public relations
- Passion for the automotive industry and social enterprise in Africa
- Fluency in Kiswahili (the national language of Kenya)