azam Pesa

WE'RE HIRING

DIRECTOR OF OPERATIONS AND BUSINESS DEVELOPMENT



Send Your CV to recruitment@azampay.com

APPLY BEFORE: 27TH NOV 2026

For more information: Toll Free 0800 785 555

www.azampesa.co.tz

ROLE OVERVIEW

Working side by side with the CEO, the Director of Operations and Business Development runs daily operations and drives commercial expansion across Tanzania. You will ensure AzamPesa delivers reliable, low-cost, accessible mobile money services to customers and agents while aligning operational capacity, partnerships, and field execution to capture market share.

KEY RESPONSIBILITIES

Operations & Agent Network Leadership: Oversee core operations, customer support, field teams, float/liquidity availability, and service uptime while expanding agent network density and keeping operations lean.

Business Development & Growth Support: Align onboarding and operational capacity with sales targets; identify new regions, merchant segments, and use cases to grow active users and transaction volumes.

Strategic Partnerships: Source, negotiate, and launch partnerships with banks, merchants, distributors, and aggregators, ensuring smooth post-launch execution.

Executive Partnership & Team Culture: Partner with the CEO on annual planning, budgets, board reporting, and regulatory engagement while leading a high performing, accountable cross-functional team.

QUALIFICATIONS & EXPERIENCE

Experience: 8+ years of progressive leadership in operations, business development, or commercial roles in fintech, mobile money, financial services, telecoms, or large-scale distribution in Africa (Tanzania/East Africa strongly preferred).

Education: Bachelor's degree in Business, Economics, Engineering, or a related field; an MBA or equivalent is an advantage.

Capabilities: Proven track record balancing P&L discipline with on-the-ground agent/float realities, negotiating commercial partnerships, and driving KPI-led execution.

Leadership & Languages: High integrity, bias for action, and strong executive judgement; fluent in English and Swahili.

WHY WORK WITH AZAMPESA

- Competitive Remuneration: Market-aligned leadership compensation package.
- High-Paced Learning & Growth: Fast career progression in a dynamic fintech environment.
- Direct Social Impact: Empower communities through safer, affordable, and transparent
- digital financial products.
- Health & Wellness: Comprehensive health insurance cover and employee benefits.