# Account Manager - West Africa (JDMRAC0421)

## Open to French- and English-speaking candidates from West Africa only

*"Management is about persuading people to do things they do not want to do, while leadership is about inspiring people to do things they never thought they could."* - Steve Jobs

MOSIP is a modular open-source platform that helps organisations, such as governments, implement a digital, foundational ID (fID) system that prevents vendor and technology lock-in. With us, users can implement ID systems cost-effectively, in a way that is scalable and secure, by harnessing the power of open-source coding. End-users can obtain a digital ID and credentials and verify their identity through authentication. An equal opportunity employer and trailblazing digital public good that is modular as it is agile in shaping its technology to meet emerging needs, MOSIP constantly strives to provide a strong foundation to build digital identity systems that will help drive digital transformation.

## OUR NEED

MOSIP's open-source-based foundational digital ID system has been selected or is being considered by several countries in West Africa. To support a successful implementation and beyond, MOSIP seeks to hire a motivated and ambitious individual who brings significant experience in dealing with various levels of government and civil society and has strong knowledge and interest in the technology domain preferably with program management experience. The individual will be responsible for the West Africa region and for relationship-building with various stakeholders in the region.

The successful candidate will work with a dynamic and international team within MOSIP's 'Dissemination' organization. This individual will play a pivotal role in enabling the digital transformation of West African nations by helping implement open-source based foundational digital ID systems. This will help ensure inclusion and efficiency in service delivery with the highest standards of privacy and security.

This position is ideal for someone who is passionate about leveraging technology for improving the livelihood of the under-served and navigating and nurturing multi-stakeholder relationships. The role demands staff management and governance responsibility as and when circumstances mandate local teams.

## KEY RESPONSIBILITIES

- Ensuring successful pilot and implementation of MOSIP across the region through stakeholder relationship-building
- Building strong operational rapport with local partners, including governments, technology businesses and civic organisations, to ensure smooth implementation
- Engaging with key senior decision-makers at the national level on MOSIP's value proposition, extensibility, and modularity to suit country needs

## ABOUT YOU

- **Skills & Experience**
  - 10+ years of experience in program management and stakeholder management

- Solid end-to-end experience in launching new products or services
- Experience and comfort in working outside the home country and/or with international or multinational organisations
- A demonstrable understanding of foundational identity (fID) systems and open-source ventures

- **Expertise**
  - Ability to cultivate and nurture relationships
    - Demonstrated and proven experience in engaging with regional networks to build strong partnerships with diverse stakeholders
    - Strong and diverse networks in the region, with senior-level influencers and key decision-makers in the government (critical), media, civil society, and SME tech businesses

- **Communication Skills**
  - Outstanding oral and written communication skills
  - Excellent interpersonal skills
  - Ability to construct coherent arguments and clearly articulate ideas to stakeholders at different management levels across the region
  - Demonstrated experience in writing audience-specific documents such as proposals, reports, and white papers

- **Academic Qualifications**
  - Master's degree or equivalent experience

## JOB TYPE & LOCATION

- Full-time consulting position with MOSIP, based out of West Africa

## HOW TO APPLY

Apply by sending your resumé not exceeding two pages, along with a 300-word letter of motivation to *kumar@mosip.io*.

## PLEASE NOTE

*We value the safety of each member of our community. Due to COVID-19, most of our employees are working from home. We have implemented a virtual hiring process and interview candidates by phone or through a video call and are onboarding new hires remotely.*