Afreximbank: Manager, Strategy & Innovation (Innovation & Product Development) – Cairo / Egypt

CA Global Headhunters has been retained by the Afreximbank based in Cairo, Egypt to recruit for this position. For more information on the Afreximbank please visit their website www.afreximbank.com. Should you meet the minimum requirements and wish to apply for the position please apply directly to CA Global Headhunters.

Reference Number: LEEBLR13

Responsibilities:

- Serve as an Intrapreneur driving the innovation and product development lifecycle; from innovation and product ideas and concepts to market launch leveraging Innovation management and product development methodologies and models.
- Manage and lead the development of innovation concepts and innovation workshops that identify new ideas to build the innovation pipeline.
- Manage definition of market requirements for innovation concepts, and new products; creating buy-in from business owners, product project teams and stakeholders.
- Manage and lead market research analysis and synthesis and define research efforts that support innovation concepts and product development for successful market launch.
- Manage translation of product strategy into functional requirements, and
- Identify areas of opportunity through primary and secondary research, observation and trends.
- Develop value propositions and business models for all innovation concepts, and new products, and continuously re-validate value proposition and business models of existing innovations and products to ensure changes are immediately tracked and re-aligned to maintain value creation and capture.
- Develop effective relationships with key external and internal customers to identify customer requirements and works collaboratively with business owners, and product project team to determine feasibility, costs/benefits, and alignment of priorities.
- Develop high-level and detailed business cases for all innovation concepts and new products.
- Develop quality business plans for new products and businesses, and periodically review business plans of existing products and businesses.
- Work individually and collaboratively with internal and external resources to support the innovation efforts and bring concepts to prototypes and prototypes to gauge, gain and validate customer need and value.
- Work closely with the business teams and senior management to provide feedback and input for long-term innovation strategy and vision.
- Support technology implementations by providing strategic guidance
- Manage and champion the use innovation and product development tools and techniques in managing the lifecycle of ideation to market launch and continuous assessment of existing products and innovations.
- Manage RFIs and RFPs creation and management; and establish and maintain relationships with third parties/vendor.
- Work with internal teams, vendors and other stakeholders to assess current capabilities and identify customer requirements, for defining detailed product requirements and use cases.

Requirements: Qualification and Skill

- A degree in Computer Science, Engineering, Statistics, Mathematics, Economics, or other related degrees. Master's degree is required. MBA degree is a plus.
- 10 or more years of professional Innovation and product development experience with hands on experience in taking ideas and concepts to successful market launch and customer acceptance.
- Banking/financial industry experience.
- Strong Fintech experience and basic knowledge of corporate banking products in lieu of banking/financial industry experience.
- Excellent verbal and written communication skills in English. Knowledge of the Bank's other working languages (French, Arabic, Portuguese) is an added advantage.
- Bi-lingual (Excellent Fluency in French & English) will be considered as an asset.
- Proven knowledge of any or combination of innovation and product development methodology or models; Agile Stage-Gate, Lean Startup, Design Thinking, etc.
- Knowledge of Project Management principles and methodology and proven experience in managing complex technology-driven (or digital) innovation projects.
- Knowledge of two or more of the following innovation and product development tools and techniques; Voice of Customer (VoC) techniques, netnography, mind maps, lean canvass, storyboards, business model canvass, prototypes, prototypes and wireframes.
- Knowledge of Doblin (Deloitte) Framework
- Understanding of technology concepts and when they apply
- Experience working with any UI development app or tools is a great asset.
- 1 to 2 years of experience with at least one of the following cloud environments: Microsoft Azure, Amazon Web Services (AWS) or Google Cloud Platform will be advantageous.
- Project management expertise and experience in delivering multiple transformational innovation and product projects.
- Knowledge of Scrum, Agile and waterfall project delivery environments is a plus.
- IT experience and/ or understanding of web programming concepts and languages is a plus.
- Experience of working with e-commerce and digital platforms with omnichannel experience is a plus
- Autonomous, rigorous and team spirit skills
- Excellent communication and presentation skills, both written and oral
- Fluent interpersonal skills: able to work in a team, work under pressure and flexible
- Fluent French & English will be considered as an asset
- Autonomous, rigorous and team spirit skills
- Excellent communication and presentation skills, both written and oral
- Knowledge of any or combination of Agile, Lean Enterprise, and Six Sigma/ Continuous improvement.
- Knowledge of Project Management principles and methodology
- Knowledge of Total Quality Management (TQM) is an advantage.
- Previous or current consulting background is a advantage
- Experience with BPM techniques and tools is an asset.
- Strong knowledge of any or combination of innovation and product development methodology or models; Agile Stage-Gate, Lean Startup, Design Thinking, etc.
- Knowledge of Project Management principles and methodology
- Knowledge of any or combination of the following innovation and product development tools and techniques; Voice of Customer (VoC) techniques, netnography, mind maps, lean canvass, story boards, business model canvass, prototypes, prototypes and wireframes.
- Experience working with any UI development app or tools is a great asset.
- Experience with User Interface (UI) and User Experience (UX) designs is a plus.
- Understanding of technology concepts and when they apply
- Understanding of business analysis techniques and financial modeling concepts
- Knowledge of Agile and waterfall project delivery environments.
- Understanding of web programming concepts and languages is a plus
- Experience of working with e-commerce and integrated digital platforms with omnichannel experience is a plus.
- Experience with building customer inspiring mobile apps is a plus.
- Fluent interpersonal skills: able to work in a team, work under pressure and flexible.

**Contractual information:**

- Permanent
- Willing and able to relocate to Cairo
- Suitably qualified candidates from all African nationalities are encouraged to apply
If you wish to apply for the position, please send your CV to Lise Kotze at lkotze@caglobalint.com

Please visit www.caglobalint.com for more exciting opportunities.

Lise Kotze
Senior Recruitment Consultant:
Banking & Finance

CA Global will respond to short-listed candidates only. If you have not had any response in two weeks, please consider your application unsuccessful however your CV will be kept on our database for any other suitable positions.