

WE WANT YOU!

COMMERCIAL GROWTH MANAGER

TELL US MORE ABOUT YOU IN THE APPLICATION FORM

WomenWork is looking for a qualified and ambitious Commercial Growth Manager to join our team and to help us expand our membership.

This is a highly visible role that will significantly contribute to the success of our members and their ventures while building meaningful relationships along the way. You will consistently translate members' needs to valued offerings that the company can provide and primarily be responsible for revenue growth in the company!

About The Role:

WomenWork members represent the heart of our community and the core of our mission. This role might be perfect for you if you've launched a commercial venture or scaled a business before. Don't worry, if it didn't work out, we are glad you tried and we still want to talk to you! You enjoy the hustle of building a company, refining a strategy, and executing your strategy.

You're a natural community builder and results-driven connector who can't help but make mutually beneficial introductions. You have a diverse worldview and can connect with people from various backgrounds. You're strategic and always thinking about how to improve, grow and track what you're working on. You're obsessed with thoughtful communication and crafting memorable experiences and you can articulate and present data backed strategies - this is very important to us. Most importantly, you are passionate about supercharging the growth of African women!

Requirements: *minimum requirements include*

- BA/MA in business administration, sales or relevant field
- At least 5 years of relevant experience
- Proof of a business, product, growth strategy you launched, scaled or created. This will be curiously tested
- Excellent ability to ideate, test and launch a new product or service with an obsession for user experience and retention

- Skilled collaborator with great communication skills, both oral and written.
- Strong presentation and writing skills. You have significant experience putting together decks, company profiles and concept notes and presenting these to clients
- You can interpret customer growth through a financial model
- You're the go to person when it comes to customer acquisition strategies and have a set of different hacks you've used that gave you great results

Click here to apply: <https://bit.ly/3K8jtIN>

Due to the volume of applications received only shortlisted candidates will be contacted.

This position is remote.

About WomenWork

We're a technology-driven company focused on the advancement of African women entrepreneurs and professionals through digital peer-to-peer communities, knowledge enhancement and access to growth opportunities to improve their chances of success.

Founded in Kenya with pan-African ambition, the WomenWork network has grown to over 5,000 women entrepreneurs and professionals from diverse industries who are leveraging the peer-to-peer community to grow their networks, gain support, increase their customer base and deepen their knowledge.

At WomenWork, we don't just accept differences – we celebrate it, we support it, and we thrive on it for the benefit of our employees, our products, and our community. WomenWork is proud to be an equal opportunity workplace and is an affirmative action employer. If you have a disability or special need that requires accommodation, please let us know.

To all recruitment agencies: WomenWork does not accept agency resumes. Please do not forward resumes to our employment application line, WomenWork employees, or any other WomenWork contact. WomenWork is not responsible for any fees related to unsolicited resumes.
