

The Raxio Group (“Raxio”) is Africa’s premier platform of carrier neutral, colocation, Tier III data centres, providing industry-standard, enterprise-grade facilities and services that serve as the foundation of Africa’s digital economies. Following its first facility in Uganda, Raxio now has presence in Ethiopia, Mozambique, Ivory Coast and the Democratic Republic of Congo, and it will continue developing additional facilities to establish a network of interconnected data centres across the African continent by 2023. Raxio was established in 2018 and benefits the strong support of its investors, the Roha Group and Meridiam. As we ramp up our operations, we are hiring staff members to support our accelerated growth plan and to support our current team, we are looking to hire a **Market Development Associate**. The selected candidate will be expected to have the analytical expertise to conduct market research, identify new business opportunities within the current operating markets with the potential to scale.

Reporting to: Senior VP Strategic Development

Detailed Description	Required/Desired Qualifications and Background
<ul style="list-style-type: none"> ● Support Raxio throughout the lifecycle of market development: <ul style="list-style-type: none"> ○ Product innovation: researching, assessing and coordinating the development of innovative and compelling new products ○ Needs Analysis: Determine the existing and future customer demands for services by staying updated on industry and technology trends ○ Financial Evaluation: Analyze the profitability and sustainability of the current and future products and services ○ Pricing Strategy: Work with local teams to review pricing across operating products to ensure competitiveness. ○ Provide analytical support to support market estimates and pricing ● Support end-to-end value innovation and value chains for customers <ul style="list-style-type: none"> ○ Prepare and participate in interim evaluations by supporting various qualitative and quantitative analyses ● Operational advisory <ul style="list-style-type: none"> ○ Assist local teams with marketing efforts and campaigns ● Analyze and evaluate other related opportunities as decided by the Group ● Work closely and collaboratively with other members of the strategic development team and cross-functionally across the group. 	<ul style="list-style-type: none"> ● Minimum BA/BSc degree, preferably an advanced degree, in finance, marketing, business or a related field, with a strong analytical background ● Four to six years experience, preferably working in an operational role, with analytical experiences in launching, managing and assessing different products and services across their lifecycle ● A demonstrated ability to manage and coordinate complex projects with multiple stakeholders; ● Excellent communicator, both oral and written, and experience preparing presentations and reports; ● Willing and able to handle routine activities and play an instrumental role in establishing new companies across the region; ● Comfort in operating in a fast pace, high-growth environment with tasks evolving and shifting as the work grows ● Self-starter with a pro-active can-do mentality, a team worker, with a disciplined work ethos who is focused, organized and result oriented; ● French and/or Portuguese language skills are a plus ● Experience working with data centres, digital infrastructure and knowledge of ICT is not required but is preferred.

November 2021



Ref: JD Market Development Associate Job Description

- Based out of Nairobi with required travel to current and future Raxio locations around the region.

How to Apply: Please send your application with a detailed resume and a covering letter to jobs@raxiogroup.com

The Raxio Group and its affiliate companies are equal opportunity employers and prohibit discrimination and harassment of any kind. Raxio is committed to the principle of equal employment opportunity for all employees and to providing employees with a work environment free of discrimination and harassment. All employment decisions at Raxio are based on business needs, job requirements and individual qualifications, without regard to gender, race, color, religion or belief, family, parental status, etc., and Raxio encourages candidates of all ages to apply.