



Position: Credit Specialist - Underwriter
Location: Rwanda
Company: Yellow
Website: www.yellow.africa

About Yellow

Yellow's goal is to build an enduring business that makes life better for our customers and creates great lives for our team. We provide solar-power electricity solutions and smartphones on a pay-to-own basis which makes these life changing products affordable to bottom of the pyramid households. We sell through a network of rural agents and manage them remotely with technology, through a web-based platform we have developed called Ofeefee. Our operation is lean because it uses exponential tech solutions, which allows us to efficiently meet the challenges of last-mile distribution. We currently operate in Malawi, Uganda, Rwanda and Zambia, and have recently launched in Madagascar and the DRC. Here is where you come in...

Who We Are Looking For

Join our team as a Credit Specialist - Underwriter for Yellow! You will be an independent contractor. As a key member of our team, you'll review customer applications and manage their ongoing credit performance. Through consistent effort you can grow a sustainable income generating portfolio with yellow. We're seeking self-starters with a passion for running their own business, strong communication skills, and a love for technology. This is a full-time role and you will be expected to work retail hours, 6 days a week.

What Will You be Joining?

Yellow is a community of young dreamers who want to make life better for millions of African customers. We have a goal to reach 10 million customers on the continent by 2030. You would join a vibrant African community of creative thinkers and doers. We put our people first; customers, agents, suppliers and our team, as we recognise we are only as good as they are.

To do this, we need a high energy, go-getter team to help us. We want you on board if you are

- Fluent in English
- Willing to travel and service merchants in non-capital areas
- A go-getter, not shy at starting a conversation with Merchants and Customers

- Able to build trust and relationships with various different stakeholders
- Great communication skills to convince and speak to the right decision makers
- Commercial thinker with the ability to execute under pressure
- Able to use technology

Your Mission

- Recruiting your team-mates
- Credit and Sales Experience is preferred
- Build trust and create excitement amongst stakeholders
- Build Yellow's brand throughout the country

Remuneration and benefits

- You will earn a competitive Performance based salary, no base salary
- Exponential growth path within the company
- A rare opportunity to make an impact in the world by working with a world class startup

About Our Working Culture & Values

Our team is young and hard working. We value down time and flexibility but we also believe that we have a unique opportunity at Yellow and we work very hard to meet the high standards we set for ourselves. **This is not an office job, you will be working from home, on the road etc.**

We value resilience and self-reliance. Though we constantly organise ourselves to tackle problems in teams and ruthlessly support one another, we also believe that building independence and self-reliance in the face of challenges is an important part of growth.

We believe that long term sustainability is a worthwhile goal. Whether in one's personal life, from a business perspective, in relationships, or in the environment, we believe that prioritising long term benefits over short term wins is a good strategy. As such, we aim for balance, and slow, steady and disciplined progress in all that we do.