

We are hiring!

Job Title: Senior Operations Manager (Contractual)

Job Location: Dhaka (w/ regional visits)

Contract Duration: 1 year (subject to extension)

Job Context:

JITA, a social enterprise affiliated with CARE Social Ventures (CSV), creates economic value for rural communities through income opportunities and inclusive market access. As part of a new partnership-driven initiative, JITA is developing a last mile sales agent network to promote improved nutrition and hygiene outcomes of selected rural and marginalized communities within Khulna and Cox's Bazar. Through the project, JITA will seek to achieve the following major outcomes:

- Consumption of nutritious, diverse, and safe diets by rural households;
- Social and economic empowerment of women and adolescents;
- Adoption of improved water, sanitation, and hygiene (WASH) practices.

Job Responsibilities:

- Managing overall activities in Khulna and Cox's Bazar, conducting sales forecasts and establishing supply chains for last mile sales agents.
- Developing revenue growth and cost reduction strategies by leveraging cross-functional team members.
- Directly supervising team consisting of 14 staff members to support close to 100 direct project beneficiaries (i.e. last mile sales agents and rural sanitation entrepreneurs).
- Managing relations with business partners, including dealer/distributor/wholesaler coordination.
- Developing and implementing various quality control methods.
- Scheduling training sessions and workshops for field staff members.
- Assisting with recruitment and onboarding of field teams.
- Setting sales targets through JITA's channels, and guiding field teams to achieve them.
- Providing guidance and mentoring for field staff.
- Ensuring all operations stay within the allocated budget.

Education:

Minimum Bachelor's degree in Business, Economics or relevant field, MBA preferable.

Experience:

- Minimum 8 years of experience in managerial role specializing in project based operations with KPI driven targets.
- Experience in donor funded projects a plus.



Core Competencies:

- Goal oriented and deadline driven.
- Proficiency with MS Office (Excel, PowerPoint) with strong analytical skills.
- Ability to evaluate and develop staff members' performance.
- Strong people, negotiation, budgeting and organizational skills.
- Exceptional leadership qualities, especially in managing crisis situations.

Compensation & Benefits:

- Salary: Competitive compensation package based on experience
- Mobile Bill
- Festival Bonus
- Insurance (Group Life, Hospitalization & Medical)
- Weekly 2 days holiday

Only candidates who best fit the above requirement criteria are encouraged to apply.

- **Deadline: January 30, 2021. Early applicants who are suitable will be given preference.**
- To apply, please email a cover letter and CV to hr@jitabangladesh.com. To be considered, mention "Full name_ Title of the position" you are applying for in the subject line.

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