



Team Lead / Project Manager
Peach Tech Limited

Peach Tech Limited aims to revolutionize the way cars are bought and sold across Africa. We've launched a marketplace purpose-built to connect buyers and sellers of used cars in Kenya in new and exciting ways, but have our sights set on bigger and better things - leveraging cutting-edge technology, robust offline operations, and customer service excellence to build an ecosystem around buying, selling, owning and maintaining cars in Africa and prove to the African customer that they deserve - and can have - more!

We're at a unique point in our development and growth trajectory wherein we have a need for thoughtful, strategic operators who thrive in a highly-dynamic environment, helping to set strategy and then rolling up their sleeves to get stuck in the weeds to manage the design, development, and implementation of systems and processes to help us address challenge, create opportunities and, ultimately, grow the business and organization we all know is possible here.

In the next 6-12 months, we are looking for candidates who would...

- Design, develop, launch and manage *CarCare* (maintenance) business line as a distinct business unit + cost center in Peach
 - Find/vet partner garages as well as parts suppliers
 - Develop policies, processes, and materials needed to facilitate smooth operations and ensure high-quality outcomes
 - Hire, train, and manage a team at Peach to meet current and future demands for maintenance services
 - Develop physical and knowledge capital at Peach to enable us to conduct routine servicing at our facilities
 - Work with the Marketing team to generate buzz around this new offering; Finance to integrate payments into company accounts; Operations to coordinate human capital needs; Sales for in-bound leads from newly-sold cars; etc.
 - Own the P/L of the *CarCare* business line
- Develop new retail pathways above and beyond our concierge sales methodology
 - Identify opportunities / constraints around different retail approaches, from both supply and demand-side perspectives, including key stakeholders and opportunities for mutual value creation / capture
 - Develop operational policies / processes and technical product(s) capable of supporting a highly liquid digital marketplace that facilitates the sale / purchase of cars "the Peach way"
 - Hire, train, and manage a team at Peach to meet current and future demands of new retail approaches

- Develop physical and knowledge capital at Peach to enable us to meet the demands of an online marketplace, including but not limited to certification as a valuer, certification as an auctioneer, etc.
- Work with the Marketing team to generate buzz around this new offering; Finance to integrate payments into company accounts; Operations to coordinate human capital needs; etc.
- Own the P/L of the new sales business line(s)
- Design, develop and deploy tech interventions - hardware and software - in our existing operations for improvement effectiveness and efficiency
 - Understand our operations at present and work with Platform teams to incorporate existing technologies / build new technologies for optimized efforts and outcomes as well as increased opportunities going forward
 - Work with Product team to ensure new technologies are incorporated into Peach data systems
- Develop a *Success* function at Peach, responsible for developing and maintaining high-fidelity feedback loops with customers and/or stakeholders for improved customer-centricity in business and product development, deployment, and iteration
 - Act as a research service center for other Platform teams at Peach to get smart about what we do (and don't do!) and the outcomes thereof; facilitate a hypothesis-driven approach to team and business development - this will include both existing and potential / future business initiatives
 - Develop operational policies / processes and technical product(s) capable of bridging Peach teams/functions and customers for the sake of collecting and synthesizing feedback
 - Hire, train, and manage a team at Peach to meet current and future demands for *know your customer* needs within a dynamic startup environment

Individuals hired for such roles would be given a permanent contract for full-time employment (6 days per week) with a competitive compensation package that includes health benefits. All new employees at Peach are subject to a 90 day probationary period. Interested candidates should submit a CV and statement of purpose to contact@peach-technology.com.