

MILLAR CAMERON

RAXIO GROUP
GENERAL MANAGER
COTE D'IVOIRE

PEOPLE · PASSION · PERSISTENCE

ABOUT RAXIO GROUP

The Raxio Group is investing in and building state-of-the-art Tier III data centres across Africa. Through their investments and hands-on approach, they seek to address the latent demand for critical data centre infrastructure that will drive digital transformation across the region.

Raxio made its first investments in Uganda and Ethiopia by establishing and developing state-of-the-art, “metro-edge” facilities on the outskirts of Kampala and Addis Ababa.

More recently, Raxio has entered Côte d'Ivoire, DRC and Mozambique, where they will be building similar facilities, with further investments planned across Africa.



GENERAL MANAGER COTE D'IVOIRE *RAXIO GROUP*



THE LOCATION

VILLAGE OF INNOVATION AND TECHNOLOGY (VITIB) IN GRAND BASSAM



GENERAL MANAGER COTE D'IVOIRE *RAXIO GROUP*

THE ROLE: GENERAL MANAGER COTE D'IVOIRE

MAIN RESPONSIBILITIES:

The General Manager has full responsibility for the operations of Raxio datacenters in Côte d'Ivoire, and will work closely with the Group Projects team during the construction phase, overseeing on-the-ground activities.

The GM will be a leader in the formulation and execution of country strategy both with current operations and market expansion. S/he will lead business planning activities at a local level and have full P&L and budgetary responsibility for Raxio operations in Côte d'Ivoire.

GENERAL MANAGER COTE D'IVOIRE
RAXIO GROUP

TITLE:
GENERAL MANAGER COTE D'IVOIRE

REPORTING TO:
COO (CEO)

LOCATION:
GRAND BASSAM, COTE D'IVOIRE

SALARY:
ATTRACTIVE SALARY AND
INCENTIVES

TRAVEL:
SOME TRAVEL TO EASTERN AND
SOUTHERN AFRICA

START DATE:
AS SOON AS POSSIBLE

THE ROLE: GENERAL MANAGER COTE D'IVOIRE

DIMENSIONS OF THE ROLE:

Strategy Development and Execution

- Contribute to the development of the Group's overall strategy, interfacing with Group management and other operating company GMs
- Develop and execute Raxio Côte d'Ivoire's strategy, realizing its operational and financial goals, in line with the Company's mission
- Propose strategies and policies to the Board
- Prepare strategic and operational plans as well as budgets
- Lead and oversee the execution of plans and strategies once decided or delegated by the Board or the Group
- Keep the Board and Group level management fully informed of progress, and all developments, events, incidents and circumstances that are relevant for the Company, and/or its stakeholders
- Carry out any other duties that may be assigned by the Board or the Group
- Have overall responsibility for Profit & Loss, Balance Sheet, Cash Flows and Budget
- Proactively promote the Company's values
- Drive the analysis and the ROI case, in coordination with Group level teams, for data centre and multi-site expansion

Stakeholder engagement and representation

- Interface, collaborate, and align with global and local partners
- Engage with all relevant stakeholders both in Côte d'Ivoire and globally, including potential customers, connectivity providers and potential partners
- Effectively and persuasively represent Raxio Côte d'Ivoire and its interests to such stakeholders
- Drive the commercial ramp up of Raxio Côte d'Ivoire, including pre-sales and marketing during the construction phase and ensure targets are met
- Represent Raxio Côte d'Ivoire, both internally and externally, legally and otherwise
- Establish and manage relationships with the relevant government agencies and regulators, representing Raxio Côte d'Ivoire's interests, including providers of critical services to Raxio such as power companies, water, connectivity, etc

- Establish and maintain relationships with tax authorities and import agencies and manage all aspects of transaction and compliance with them

Operations

- Oversee the construction phase of the data centre, coordinating with architects, contractors and consultants on the ground and in close collaboration with the Group Projects team to ensure agreed deliverables and timelines are met
- Have overall responsibility for the operational excellence of a Tier III certified data centre, ensuring SLAs are monitored and met
- Ensure all established SOPs and MOPs are implemented, followed and maintained
- Ensure the Raxio Côte d'Ivoire data centres are run and operated according to Group best practices
- Ensure that all necessary subcontracted services are effectively managed to meet the operational needs of the company, including security, O&M subcontractors, etc
- Maintain accurate and systematic company records and document control

Organisation

- Create and develop a best in class organization, filling the necessary requirements to meet the Company's financial and operational targets
- Hire, and if need be fire, key officers and employees of Raxio Côte d'Ivoire
- Create and maintain a professional working environment that fosters performance and respect
- Conduct regular organizational performance reviews

Compliance

- Ensure Raxio Côte d'Ivoire 's full compliance with all applicable local rules and regulations
- Ensure compliance with all tax and statutory filing obligations
- Ensure compliance with all ethics codes and codes of conduct adhered to by the Company and the Group
- Ensure regular and accurate reporting according to group policies and procedures

HOW TO APPLY

To apply for this role, please ensure that you have the following skills and experience:

- Suitably qualified, ideally with degree in a relevant subject i.e. engineering, business management or IT from a recognised institution
- At least 10 years of experience managing Data Center/IT operations/critical infrastructure within telecommunications in Côte d'Ivoire and international markets
- The ideal candidate will be a Côte d'Ivoire national with experience in the operations of co-located data centers, though closely related industries will be considered
- Proven leadership abilities in managing and leading teams of across multiple locations
- Strong ability to work collaboratively in a small team, proactive and able to take initiative, with a disciplined work ethos, focused, detail-oriented, highly organized and result oriented
- Excellent interpersonal, written and oral communication skills in French & English
- Strong analytical and negotiation skills
- Ability to recommend practical ways using innovation, judgment, creativity and strategic thinking

Please send your CV and contact details to Conor O'Callaghan who will contact you to discuss your application in more detail.



Contact: Conor O'Callaghan

Email: conor@millarcameron.com

Phone: +44 1865 657060

WHO ARE MILLAR CAMERON

FINDING THE PEOPLE WHO MAKE THE DIFFERENCE

A SEAMLESS JOURNEY

Founded in 2007, Millar Cameron is an executive and professional search consultancy that focuses on Africa and other emerging markets.

Our goal is to provide client-centric, tailored executive search, recruitment and strategic advisory. Our international reach paired with local market knowledge enables us to provide our clients outstanding leaders who deliver consistent results, irrespective of geography.

We employ a rigorous research driven search process to identify the best fit for our clients, taking into account both hard and soft skill sets.

Our extensive experience yields a robust approach to market intelligence and a longstanding network of global relationships.

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OXFORD

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