

MILLAR CAMERON

PEOPLE . PASSION . PERSISTENCE

POA INTERNET
CHIEF FINANCIAL OFFICER
NAIROBI, KENYA

ABOUT *POA INTERNET*

Poa Internet is a multiple award winning, Kenyan based Internet Service Provider at the forefront of providing internet connectivity into under served communities throughout Africa.

The business started 6 years ago in Kibera Nairobi and has seen rapid growth making it already the 4th largest ISP in Kenya. Ultimately, Poa's goal is to facilitate internet provision into every home in Africa, and as such they have developed a proprietary platform that revolutionises internet delivery to provide reliable, incredibly affordable, pre-paid, home and public internet services.

At the heart of Poa lies their core values, **CONNECT:**

Create a better world for the people we serve
Open our eyes to problems and opportunities
Never stop learning, never stop moving forward
Name it, own it, solve it
Engage with the big picture, even in the details
Care about each other
Tujienjoy kazini (enjoy yourself at work)

Thanks to this ongoing success and further investment, Poa plans to scale its Kenyan operations, which will see an increase from the current 12 networks to over 400 networks within the next 3 years.

They now require a Chief Finance Officer who will be critical to reach this objective. The CFO will oversee have oversight for all of the company's financial operations, including accounting, financial reporting, tax, business control and treasury. S/he will be instrumental in shaping a best-in-class finance function for Poa as it scales from single country operations with sub \$10m revenues to multi-country operations with over \$100m of revenue.

S/he will work with the Chief Executive Officer as they continue to raise capital for the business.



CHIEF FINANCIAL OFFICER POA INTERNET

THE ROLE: CHIEF FINANCIAL OFFICER

KEY RESPONSIBILITIES:

POA requires a strategically minded CFO who can support the current growth. S/he will support strategic planning and influence the future direction of the company.

S/he will also:

Be responsible for providing financial leadership and aligning business and finance strategy to grow the business.

Operate an effective and efficient finance organization, providing a variety of services including financial analysis and planning, tax, treasury, and other finance operations.

Act as a steward, ensuring compliance with financial regulations, strong financial governance, and communicating value and risk issues to the Leadership team and investors.

Drive and Stimulate change within Poa, through driving business improvement initiatives such as improved enterprise cost reduction, pricing execution, and other process improvements that will add value to the company.

Work closely with the CEO to raise capital through either equity or debt, through preparing and planning for the company's next financing rounds.

CHIEF FINANCIAL OFFICER POA INTERNET

TITLE:
CHIEF FINANCIAL OFFICER

REPORTING TO:
CEO

LOCATION:
NAIROBI, KENYA

TRAVEL:
THIS IS A NAIROBI BASED ROLE
WHICH WILL REQUIRE TRAVEL

START DATE:
IMMEDIATELY

THE ROLE: CHIEF FINANCIAL OFFICER

DIMENSIONS OF THE ROLE:

The Chief Finance Officer will have the following further responsibilities:

- Take over ownership of monthly, quarterly, annual reporting cycle from the CEO (KPIs, Management accounts, unit economics, comparisons to budget etc.), ensuring accuracy, compliance with financial standards, reporting in timely manner etc
- Take responsibility for all day to day financial operations of the business (treasury, payroll, FX, financial investments, procurement, tax etc.)
- Own annual budgeting / forecasting process
- Refine 2023 budget / model. Ensure budget buy in to budget from management, board, shareholders
- Own the audit process, ensuring effective correct selection of auditors and timely audit completion ensure audit completed successfully within time
- Build financial risk management function (revenue assurance, internal audit, financial controls etc.)
- Manage all day to day aspects of shareholder and creditor reporting and management, ensuring compliance with investor consents & covenants
- Provide financial support to the operating divisions of the company (financial planning, business case analysis, performance analysis, supplier management etc.)
- Work with the CEO to develop (prior to the next fund-raising round) the optimal legal and capital structure for the business to support its international expansion
- Prepare to successfully expand the company's financial operations into other countries
- Contribute to strategic planning
- Build and lead the finance team. Ensure talent and capacity to support the company's growth. Identify and hire the right talent, mentor junior employees, performance management and generally shape an effective and efficient finance department

HOW TO APPLY

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

- Formal finance & accounting background (likely formal accounting qualification and / or CFA/ACCA)
- Proven experience on overseeing the financial responsibilities of a business with a USD 20m CAPEX, USD 50m annual revenue, but must be able to vary their approach to appropriately address Poa's current size
- Track record in overseeing the finance function of a regional, African business, familiar with cross border payments, multi-currency, different fiscal legislation etc
- Proven fundraising experience. is required in this role
- Credible Investor relations track record
- Possess Strong leadership and organisational skills
- Agility and resilience to thrive in a dynamic, high growth environment
- Comfortable possessing the Fortitude in having an opinion and justifying it
- High degree of intellectual and commercial acuity - is also required and must be a forward thinker
- Clear written and verbal communication skills
- Experience of working in an African environment
- Comfortable working with multicultural leadership and investment teams
- A clear desire to work in an organisation that makes a difference and is purpose led
- Ideally have had exposure to telecommunications or a technology business

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



Contact: Conor O'Callaghan

Tel: +44 1865 657060

Email: conor@millarcameron.com



Contact: Joe Sharpe

Tel: +44 2038 000 306

Email: joe.sharpe@millarcameron.com



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 long-standing network of global relationships.



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