

The Lilongwe based local CONGOMA certificated non-governmental-organization (NGO) and non-profit social business **OneDollarGlasses (ODG)** has the mission to provide high-quality and affordable **Good Vision Glasses** to people in need nationwide. Currently we are looking for a **COUNTRY OPERATIONS DIRECTOR** to lead the highly-motivated team of our young and fast growing organization as soon as possible.

VACANCY – COUNTRY DIRECTOR MALAWI (f/m)

MISSION: Lead the non-profit Social Business (NGO) and develop its people as well as activities nationwide

KEY RESPONSIBILITIES:

- Continuous evolution of ODG's strategy for Malawi
- Leading the organization and lead the whole team towards the realization of ODG's objectives
- Meeting the targets agreed in the budget, identifying shortcomings and implementing corrective actions together with the local Management Team
- Developing ODG's activities in new areas, building the required organization and putting efficient controls in place
- Developing partnerships with other NGOs or institutions that have the potential to accelerate ODG's development, especially in rural areas
- Ensuring the production of optical frames according to ODG's product policy, its quality standards and the business needs
- Guaranteeing the high-quality standards of ODG in the performance of eye tests and prescription of eye glasses
- Implementing internal control systems and assuring governance and donor requirements are always met; Ensuring adherence to laws and internal policies
- Reporting directly to the Head of International Projects

REQUIRED QUALIFICATIONS AND COMPETENCIES:

- Track record of delivery of at least 10 years, thereof 5 years in the management of a medium-sized enterprise, NGO or an operational unit
- Experience in Sales Management and Business Development
- Strong People Leadership skills
- Strong communication, networking and representation skills
- High customer and business orientation, highly efficient and results driven personality
- Working Experience in an international organization
- Business fluent in English and Chichewa; German is a plus
- Proficiency in Excel, Word and Power Point

Interested candidates who meet the above requirements are welcomed to submit their applications, including a **one page cover letter** demonstrating how they meet the requirements, a **CV** with information about the professional career qualifications, **work references** as well as **certificates** and an **expected monthly salary till November, 30th** to:

Good Vision Glasses

Private Bag 96, Lilongwe

or electronically: hr.malawi@goodvisionglasses.org

Only shortlisted candidates will be contacted.

<http://www.onedollarglasses.org/>

<http://www.goodvisionglasses.org/>