



Delivering value for financial big data

DODRAM TRADING Limited / DATA FINTECH
CPR / 2015 / 205084
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DATA BROKER - Job Description

DEVELOP THE AVANT-GARDE BIG DATA ECONOMY IN KENYA

September 2016

Department: Sales

Position: Data Broker

Contract: Consultant

Country / City: Kenya / Nairobi

Start date: January 2017

End date: December 31st 2017. (To be renewed from January 1st 2018 for 12 months)

Package: Monthly salary; Commission; Telecom & transport allowances

ACTIVITIES

- Identify partners (e.g. Companies) interested in consumer database valuation in the following sectors: Bank, Microfinance and Insurance
- Conduct demonstration of Data Fintech's valuation products, such as:
 - Bancassurance scoring model
 - Informal small business scoring model
- Negotiate data sharing and data management agreement (e.g. price, delivery updates, data specifications, data quality)
- Advise partners on the best way to package analytics created by Data Fintech
- Monitor the advertising market and business news in Kenya
- Prospect clients with budget for customer acquisition, product development and market insight
- Conduct trades over the phone to qualified leads
- Visit clients and partners to maintain the relationship
- Attend all relevant forums and events in Kenya

EDUCATION & EXPERIENCE	KEY SKILLS
<ul style="list-style-type: none"> • Bachelor's Degree in Finance • 5-7 years in a business development or account management position 	<ul style="list-style-type: none"> • Superior communication and people skills • Organizational and time management skills • Adaptive to fast changing environment and able to multi-task

SEND APPLICATION TO CONTACT@DATA-FINTECH.COM