

MTN FINTECH SERVICES
Head Office: MTN House
Stadium Road, Hai Malakal
P.O Box 573 Juba - South Sudan
www.mtn.com.ss



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Please note to email applications directly to Recruitment.Fintech@mtn.com

Female candidates are highly recommended to apply

POSTING-DATE: 10th June 2026

Applications are invited for the Post of **Manager: Corporate Accounts, & Digital ecosystem**

Department: Commercial
Reports to: Head Commercial Operations
Closing Date: 30th June 2026
Job Level: 3
Location: Juba
Contract Duration: Permanent Contract, with three-month probation period

MISSION/CORE PURPOSE OF THE JOB

The Manager Corporate Accounts & Digital Ecosystems is responsible for drive growth and monetization of the corporate segment within the fintech business by acquiring, managing, and scaling corporate accounts while building and expanding digital ecosystems. The role focuses on enabling payments digitization, ecosystem partnerships, and value chain integration to accelerate transaction growth, liquidity, and customer adoption across key sectors.



Responsibilities/Key Performance Indicator

Key Deliverables

- The Manager Corporate Accounts & Digital Ecosystems will be accountable to achieve the following objectives:

Corporate Account Acquisition & Management

- Identify, acquire, and onboard high-value corporate clients (NGOs, government entities, FMCG, utilities, oil & gas, financial institutions, etc.).
- Develop and implement account plans to grow wallet share, transaction volumes, and revenue per account.
- Manage key relationships with decision-makers and ensure high levels of client satisfaction and retention.
- Lead contract negotiations, onboarding processes, and commercial agreements.

Digital Ecosystem Development

- Identify and build partnerships across priority ecosystems (education, health, agriculture, transport, e-commerce, government payments, etc.).
- Drive integration of fintech solutions into partner platforms (APIs, collections, disbursements, merchant payments).
- Design and scale ecosystem-specific use cases (bulk payments, school fees, utility payments, supplier payments, etc.).
- Collaborate with product and technology teams to enable seamless digital integrations and interoperability.

Payments Digitization & Use Case Expansion

- Champion cash-to-digital migration across corporate and institutional segments.
- Drive adoption of solutions such as:
 - Bulk disbursements (salary, aid, supplier payments)
 - Collections (fees, bills, subscriptions)
 - Merchant payments and QR solutions
- Continuously identify and prioritize new use cases that drive transaction growth and customer engagement.

Revenue Growth & Performance Management

- Own revenue targets and KPIs for corporate accounts and ecosystem segments.
- Monitor performance of accounts and partnerships against volume, value, and revenue metrics.
- Develop and execute initiatives to optimize activation, usage, and retention.
- Prepare periodic performance reports and insights for senior management.

Risk, Compliance & Governance



- Ensure all corporate accounts comply with KYC, AML, and regulatory requirements.
- Monitor transactional behavior and escalate risks where necessary.
- Enforce adherence to pricing, contract terms, and company policies.

Market Intelligence & Innovation

- Track industry trends, competitor activities, and emerging technologies in fintech and digital ecosystems.
- Recommend innovations and product enhancements to maintain competitive advantage.
- Provide insights into customer needs to inform product roadmap.

Education:

- Minimum Bachelor academic degree coupled with an MBA/Masters
- 4-year degree in Computer Science, Engineering, Commerce or a related field will be advantageous

Experience:

- Minimum 4 to 6 years relevant experience in a similar position with at least 2 years in a managerial role
- Experience in Fintech, banking or financial services is preferred
- Successful track record as a senior professional with experience in Sales, Business Development, Account Management etc.
- Experience working in a global/multinational enterprise with a good understanding emerging market

Competences

Knowledge:

- Understanding of FinTech, banking, microfinance and payment businesses
- Mobile & Digital Payments & Ecosystem
- Business Development
- Partnerships & Alliances
- Fintech Commercial Operations
- Corporate Sales
- Analytical Thinking
- Business Analysis



- Sales planning

Skills / physical competencies:

- Relationship/people management
- Analytical thinking
- Continuous improvement
- Data interpretation
- Delivery focused
- Presentation
- Relationship building
- Relationship Management
- Integrity

Behavioral Qualities:

- Cando with integrity
- Collaborate with agility.
- Lead with Care
- Act with inclusion.
- Serve with respect.

Should you wish to apply, please submit your CV to the Head Office, MTN House Opposite Juda Stadium or email Recruitment.Fintech@mtn.com : on or before closing date **30 th June 2026 @ 5:30 PM**

