BizBook
FIELDHEALTH AFRICA

JOB ADVERT · BB-01 FIELD AMBASSADOR

Field Ambassador

Walk into Cameroon's shops, show owners a till that works without internet, and stay until their first sale is in the app.

POSITIONS	LOCATION	TYPE	REPORTS TO
4 now, up to 36	Buea, Limbe and Kumba first; then Tiko, Douala, Yaoundé	Monthly contract, field based	Field Operations Manager

About BizBook

BizBook is a point of sale, inventory and invoicing app for small merchants in Cameroon and across Africa. It runs entirely on the phone with no internet connection, prints receipts over Bluetooth, records mobile money properly, reads supplier invoices with AI and hides the owner's margins from staff. It was built first for a pharmacy in Mamfe and now serves six kinds of business. It is live on Google Play in ten languages, with 2,810 installs and eleven merchant reviews averaging 4.9 stars.

BizBook is made by FieldHealth Africa, the trading name of Bery Health & Supplies SARL, registered in Buea. We are a small team, and every person we hire will see directly what their work changes.

About the role

Many merchants who download BizBook never make their first sale in it. The reason is usually simple: nobody showed them how to start. You are that person. Your job is to turn a shop that runs on a notebook into a shop that runs on BizBook, and to do it in one visit where you can.

You will spend your day in markets, trade plazas and shopping streets. You will speak with pharmacy owners, provision store keepers, hardware dealers and restaurant managers. You will show them the app working, set it up on their own phone, and come back to make sure they are still using it.

What you will do

Finding and demonstrating

- Visit shops in your assigned area every working day, following a route agreed with your manager.
- Run a three-minute demonstration on a real phone: switch on airplane mode and print a receipt; photograph a supplier invoice and show it being read; log in as a cashier and show that profit is hidden.
- Answer questions about price honestly: selling is free forever, while sync, staff logins and AI are paid.

Setting up the shop

- Set BizBook up on the owner's own phone: business type, first products, staff accounts, mobile money.
- Stay until the first real sale is recorded and the receipt prints.
- Leave the owner with a printed quick-start card and your contact.

Following up and reporting

- Return within seven days to every shop you set up, and again at thirty days.
- Fill in the daily report: shops visited, demonstrations, set-ups, follow-ups.
- Pass on what merchants say, especially objections, confusion and feature requests.
- Keep your printer and demo kit in working order.

WHAT THE WORK LOOKS LIKE

A typical day starts with a short check-in with your team lead, followed by five to six hours in your market. You will aim for around ten conversations, six demonstrations and three full set-ups. The last hour is for follow-up visits and your daily report. Once a week the whole field team meets to compare what worked.

What you need

Essential

- Fluent English and Pidgin; French is a strong advantage
- Confident using an Android phone and its apps
- Comfortable approaching people you do not know
- Patient: some owners need three visits before they agree
- Honest with numbers, since we check every set-up

Nice to have

- Knowing the shops and owners in your market
- Experience in sales, mobile money agency work or retail
- Having run a shop or worked in one
- Your own motorbike or reliable transport

What we offer

- A monthly stipend and transport allowance, plus a bonus for every merchant you set up who keeps trading
- A Bluetooth receipt printer and demo kit, provided
- A branded shirt and ID card
- Training in the product and in how to run a demonstration
- A path to team lead as the field team grows from 4 to 36

Pay is discussed at interview and stated in writing in every offer.

YOUR FIRST 90 DAYS

By day 30 you are running demonstrations alone and setting up three shops a day. By day 60 most of the shops you set up are still recording sales a month later. By day 90 you know your market well enough to help train the next ambassadors.

WHAT WE NEVER SAY

Ambassadors never claim BizBook moves or holds money, never promise merchants more income, never say everything is free, and never make health claims. BizBook manages a pharmacy's stock, not its patients.

How to apply

WHAT TO SEND	WHERE AND WHEN
Your name, town and phone number, and a voice note of up to two minutes telling us which market you know best and why a shop owner would listen to you.	Email careers@fieldhealthafrica.org with the subject line "BB-01 Field Ambassador". Closing date: Saturday 10 October 2026. We interview as applications arrive, so selection may close earlier. Apply early.

What happens next

1. We review applications as they arrive and invite shortlisted candidates to interview straight away. Everyone hears back within one week.
2. A short phone call with the Field Operations Manager.
3. A half-day trial in a real market, paid, where you shadow and then run a demonstration.
4. A written offer and a two-day training before your first day.

We welcome applications from women, from candidates outside the big cities, and from people who have run a shop themselves. We never ask candidates to pay anything at any stage. If anyone does, it is not us.

Run your whole business from one phone. Even offline.

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