

Description

Founded in 2006, One Acre Fund supplies 1 million smallholder farmers with the agricultural services they need to make their farms vastly more productive. Our 8,000+ team is drawn from diverse backgrounds and professions. With operations across six core countries in Africa, we make farmers more prosperous by providing quality farm supplies on credit, delivered within walking distance of farmers' homes, and agricultural training to improve harvests. On average, the farmers we serve harvest 50 percent more food after working with One Acre Fund.

To learn more about our work, take a look at our [Why Work Here](#) blog for more information.

About the Role

The Market Access department is an agribusiness that works for smallholder farmers, focusing on high value crops such as macadamia and avocados. As Sales and Accounts Lead, you will create and develop strategic relationships with local and international offtakers, connecting smallholder farmer produced goods to markets. You will report to the Head of Kenya Market Access (Tupande Soko).

Responsibilities

- Define a sales and marketing strategy for Tupande Soko in each value chain
- Identify buyers, negotiating terms and signing forward contracts with local and international buyers to enable the Soko department to achieve profits.
- Communicate buyer requirements to Soko team regarding specifications, delivery requirements, quality, food safety, and certifications.
- Ensure that the departments meet sales targets across all value chains.
- Become the face of the Soko department by engaging both buyers and value chain partners through trade fairs, buyer visits, phone calls, and in-person meetings.
- Manage the Account Management workstream in the Sales Team.

Qualifications

Across all roles, these are the [general qualifications we look for](#). For this role specifically, you will have:

- 6 years work experience in international sales and account management
- Understanding of export oriented and domestic agricultural markets
- Passionate about serving smallholder farmers
- Demonstrated track record in building and closing sales pipelines
- Excellent communication and negotiation skills to represent One Acre Fund and its interests externally
- Fluency with digital tools
- Minimum Education: Bachelor in Business management or related field
- Language: English required.

Job Benefits

We have a strong culture of constant learning and we invest in developing our people. You'll have weekly check-ins with your manager, access to mentorship and training programs, and regular feedback on your performance. We hold career reviews every six months, and set aside time to discuss your aspirations and career goals. You'll have the opportunity to shape a growing organization and build a

Kenya Market Access Head of Sales

Hiring organization

One Acre Fund

Employment Type

Full-time

Industry

Agriculture

Job Location

Kenya, US, Europe

Valid through

11.04.2023

rewarding long-term career.

One Acre Fund can support a work permit for this role. However, nationals of (or those with an extensive professional background and work history in) our countries of operation are preferred.

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