

## Job Description: East Africa Promotion, Sales and Service Lead

Sistema Biobolsa will be serving East African agricultural markets in 2017 and we are actively looking for a Promotion, Sales and Service Lead to oversee the creation of a sales team and the coordination of independent promoters and partner organizations. We are looking for someone with proven sales and development experience in agricultural markets and rural geographies to grow and manage Sistema Biobolsa (SBB) sales network in the region. SBB promotes innovative technology that allows small and medium scale farmers convert waste products into renewable energy and biofertilizer. **We are looking for a talented sales manager to lead our promotion team into new geographies.**

This is a full time position and the selected candidate would start immediately from a new Nairobi office with a full time salary and benefits based on the experience of the candidate.

We are looking for to build a promotion network of famers, agricultural engineers, veterinarians, environmental engineers, rural extension technicians and rural sales professionals. This role will be in charge of the recruiting, training, and coordination of the promotional team. **The perfect candidate is a passionate professional who is dedicated to improving the livelihoods of small farmers and has proven talent in rural promotion to help Biobolsa grow into new regions.**

### Skill and Experience

The perfect candidate will:

- Be extremely passionate about the potential for impactful enterprises to drive sustainable development
- Be able to work autonomously and manage a team
- Have at least five years professional experience in rural promotion, sales, marketing; preferably in the agricultural or rural energy sectors
- Have relevant local knowledge and experience of local rural markets and an ability to move and operate in them.
- Live to collect data and measure results
- Have experience working directly with rural communities and government and NGO development actors
- Be extremely organized, punctual and have a strong eye for detail and quality
- Humor, patience and the ability to keep things together in challenging situations a must.

This is a leadership position within a small and innovative team working to increase the livelihoods of small farmers.

## About Sistema Biobolsa

Good Farmland Management (*Buen Manejo del Campo*) is a Mexican social business that is the leader in the fabrication, distribution and service of high quality biogas systems, serving small and medium scale farmers with Sistema Biobolsa, our award winning, patented anaerobic biodigesters. We also operate a microfinance fund, a carbon offset program, detailed impact monitoring and an active R&D program. We vertically integrated, and run our own factory, distribution and service infrastructure, with a team of 30 full time employees and another 30 independent promoters of the technology. We operate in Mexico, Central America, and are launching in East Africa and India.

Our mission is to create value from waste. We promote a “No Waste” world in which the health, economic, and environmental benefits of anaerobic digestion, compost and good management of organic wastes and the resulting energy and fertilizer products are maximized and available to small and medium scale farmers around the world.

**Are you the perfect candidate and want to join our team to make a positive impact at the cross section of social justice and environmental sustainability? Send a cover letter and CV to:**

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[www.sistemabiobolsa.com](http://www.sistemabiobolsa.com)



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