

Sales Manager | Nairobi | Social Enterprise

About Sistema.bio

Sistema. Bio is a leading social enterprise operating in Latin America, India, and Africa that seeks to impact climate change, food security and poverty by deploying technology, training and financing to small farmers. Headquartered in Mexico City, Sistema.bio promotes a world where waste is a resource, and farmers are empowered and productive. We manufacture, sell, install and finance our patented biodigester systems for small and medium scale farmers to convert their waste into economic, health and environmental benefits. To-date our products treat over 6.7m tons of farm waste, enabled over 25,000 people to produce clean energy, and saved over 36,000 ha of trees per year.

By the end of 2021, our goal is to have installed bio digesters for over 200,000 people in 15 countries where they lack access to clean, renewable and cost-effective energy. We are expanding across Meru, Kericho, Kiambu, Bomet and Eldoret in Kenya - and are looking for passionate individuals to join our team.



Role Summary

This is a great opportunity to work with a global enterprise and be an essential part of a growing team. Reporting into the Commercial Director, you will be responsible for driving sales and usage of bio digesters across Kenya impacting over 1000 people per month.

Key Responsibilities

- Set and monitor sales and loan collection targets across the region
- Sales Agents and Coordinators achieve daily, weekly and monthly KPIs
- Build strong long lasting relationship with Customers
- Daily, weekly ,monthly sales plan for SAC
- Manage budgets and drive bio digester sales across small and medium farmers
- Recruit, manage and develop a team of sales coordinators and agents
- Build relationships with key stakeholders (e.g. Agrovets,County)
- Plan and deliver “below-the-line” promotional events to enhance customer acquisition
- Ensure high quality and accuracy of sales data and update progress on a cloud-based interface
- Actively contribute to developing the Kenya commercial strategy

Career Progression and Compensation

- We offer a competitive compensation and benefits package, with an opportunity to grow into a Regional Sales Manager with greater responsibilities within 24-48 months.

JOB DESCRIPTION

Does this sound like you?

- You are a management graduate with 5+ years of consumer or channel sales experience (*Agriculture or renewable sector preferred*)
- You have a strong track record of driving a sales team to over-achieve targets
- Ability and a Passion for coaching and training sales teams.
- You have hunter mindset, love selling and thrive under pressure
- Strongly Customer Focused
- You are tech savvy and excellent computing skills (MS office)
- You build great relationships and are a strong verbal and written communicator in English and Swahili.
- You are comfortable with flexible hours and extensive travel.

To apply, send your CV. And cover letter to cedrick@sistema.bio