

QSSK-LCK-SBDM-SEED BUSINESS DEVELOPMENT MANAGER

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Company: Q-Sourcing Servtec

Location: Nairobi

Category: other-general

JOB TITLE : Seeds Business Development Manager **About This Job:** Q-Sourcing Limited trading as Q-Sourcing Servtec is a manpower management solutions firm operating in the East African Region in the countries of Uganda, Kenya, Tanzania, Rwanda, and South Sudan.

Job summary : To Develop, commercialize, Manage, and Grow the company's seeds range in Kenya, Uganda, Tanzania, and Rwanda. **KEY DUTIES:** Review of Seed trends, new product introduction issues, and special product and customer demands, and provide insights for credible forecasting. Participate in the Monthly Demand Planning Session & provide demand forecasts for seeds by customers as input in the S&OP process. Recruit & develop Seed customers for existing portfolio Recruit & develop commercial farms for Seeds and other products of the company. Reach out to technical personnel in Farms and make presentations on our seed range, then liaise with the company's field team for follow-up. Carry out demonstrations or trials to show the benefits of the company's seeds range. Hand over recruited customers to the company's Territory Manager or Key Account Manager for follow-up and closing of sale. Identify gaps in the company's Seeds/brands portfolio. Carry out Product screening of potential Seeds and present it to NPD team for approval. Confirm suitability of product as well as Registration & other requirements adherence. Liaise with the relevant departments for the development of suitable product approvals and identify suitable inputs from suitable suppliers. Liaise with relevant regulatory bodies to perform prerequisite product trials. Carry out market trials of products under development and present results to NPD team. Liaise with Brand Managers, QA & Supply chain to identify suitable packaging for the product in development. Confirm what is existing in the

market & liaise with Brand Managers to create a price matrix/pyramid. Identify risks & recommend mitigation steps. Pursue and close on new product registration. Liaise with Brand Managers and Sales department for execution of launch plan. Continuously seek to gain customer feedback on the ground, on the performance of the company's products Grow the company's seeds portfolio achieving the agreed number of approved seeds on target Training of both the company & SBP staff (in Kenya, Uganda and Rwanda) as may be required from time to time, on best practices in suitable seeds range of the company. Training of farmers & provision of farming advice to farmers. Assessing the relative gaps and working with farmers to increase productivity and uptake of the introduced seed. Liaise with Brand Managers & Digital Marketing Managers to create relevant content on the seed brands for social media as well as for use in mainstream media, and for use in marketing communication material. Productivity, Performance and Personal Development. Financial Management - manage activities within approved limits. Risk Mitigation, Compliance & Audit.

KNOWLEDGE AND EXPERIENCE: Minimum Degree in Crop Science, Breeding, and Seed Systems would be desired. Highly developed skills in seed selection, development, and commercialization Exposure to agriculture development research, preferably working on seed systems Good Communication Skills Training, Planning & Organizing skills. Not less than 3 years' commercial experience in Seed development and commercialization. IT Knowledge required in the role: Microsoft Office: Word, Excel, PowerPoint – Intermediary. Application procedure: Interested and qualified applicants should submit their applications through the link below.

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[BUSINESS-DEVELOPMENT-MANAGER](https://qsourcingservtec.applytojob.com/apply/WGOP1id8vH/QSSKLCKSBDMSEED-BUSINESS-DEVELOPMENT-MANAGER) Note: Only shortlisted applicants will be contacted. Q-SOURCING SERVTEC IS AN EQUAL OPPORTUNITY EMPLOYER. ANY SOLICITATION WILL LEAD TO DISQUALIFICATION. Powered by JazzHR

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