



The African Seed Company



FIELD OFFICER

JOB ADVERTISEMENT

Applications are invited to fill the position of **Field Officer** to be based in **Central Rift** Kenya.

OVERALL JOB PURPOSE

Reporting to the **Sales and Marketing Manager**, the Field Officer will be responsible for:

- Leading the sales agenda for the business in the region.
- Brand penetration thrust in the region.
- Stakeholder management in the region.

KEY DUTIES AND RESPONSIBILITIES

- Achievement /delivery of area sales targets for cereals
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- Channel management to ensure Seed Co priority in engagements
- Regional debtors management to ensure timely collections
- Brand management creating Seed Co brand lighthouse in the region
- Stakeholder management in the region to ensure Seed Co wins at all times
- Lead and win in Agronomy and Extension related activities in the region creating commercial wins
- Facilitate timely communication and feedback to and from all stakeholders to centrally position Seed Co creating frontline wins
- Monitor and evaluate area marketing intelligence
- Coordinate and manage all Seed Co related activities in the respective area (Sales functions/events, customer service, complaints handling and training)
- Identify, develop and execute new market opportunities
- Identify and train farmers, traders, extension officers on Seed Co products and farming in general
- Ensuring availability of stock in a timely manner within the trade
- Compilation of area reports weekly, monthly or as directed
- Planning, establishing, general management and monitoring and evaluation of demonstrations and strip trials

REQUIREMENTS

1. First degree in a related science
2. Diploma in a related science with at least four years hands on experience with exemplary success.
3. Good communication and analytical skills
4. Minimum 3-years' experience in a similar role
5. Ability to work with minimal supervision.
6. Right attitude with high degree of teamwork/personal skills
7. Ability to work in a first paced high pressure environment.
8. Candidate should have hunger and anger to win in a competitive environment

If you meet the above requirements, please send your application with a cover letter to hrkenya@seedcogroup.com

Only short-listed candidates will be contacted.

Closing date for application is **14th November 2023**.

THE HOME OF BUMPER HARVESTS

www.seedcogroup.com/ke

It starts with
the right seed