



VACANCY FOR BUSINESS DEVELOPMENT OFFICER

ColdHubs Limited, is a social enterprise that designs, assembles, installs and commissions solar powered walk-in cold rooms in markets and farm locations, we store and preserve perishable foods 24/7.

ColdHubs aims to ameliorate the impact of food spoilage facing 470 million smallholder farmers globally.

Our *solar powered walk-in cold rooms* know as – ColdHubs; are specially designed to eliminate losses of fruits, vegetables and other perishable food due to lack of reliable cold storage completely and increases the income of farmers and retailers because, losses have been eliminated.

We seek to hire a reliable **BUSINESS DEVELOPMENT OFFICER.**

REQUIREMENTS

- He/She will identify new sites for installation of the ColdHubs, negotiate with all stakeholders for site lease and liaise with relevant government agencies, markets unions and farm unions for business operations to commence.
- He/She will work grow the company's profits by attracting new customers and retain existing customers.
- He/She is to help the company reach its achievable goals, drive and generate practical ideas that will move the company forward.
- The position will report/work with the Chief Operating Officer (COO).
- He/She should be knowledgeable on how to grow a business.
- He/She must be extremely detailed, with a good thought process in business development.
- He/She will be self-motivated and trustworthy.

RESPONSIBILITIES

- Identify, negotiate and finalize on new sites for installation of ColdHubs.
- Organize "Edutainment Days" in markets and farms, to educate farmers, retailers and wholesalers on post-harvest loss prevention and benefits of using ColdHubs.
- Develop marketing and business plans for the achievement of revenue goals.



- Generate new leads with the aim of creating more sales.
- Conduct follow-up sales activities.
- Measure social impact on customers every quarter.
- Maintain customer relationships and ensure customer loyalty through excellent customer service.
- Work as part of the ColdHubs team and closely with other departments.
- Guide and train business development staff and associates.
- Always lookout for new opportunities!

QUALIFICATIONS

- A degree in Agricultural Economics, Agricultural Extension or other relevant fields.
- Attention to detail.
- Proven work experience in agribusiness development.
- Strong presentation skills.
- Track record in sales.
- Strong research and analytical skills.
- Excellent verbal and written communication skills.
- Ability to agree and close deals with clients in a timely manner.
- Excellent organizational skills, as performance monitoring will be done every quarter.
- Excellent computer skills.
- Must hold a valid driving license.

APPLICATION:

All interested individuals should submit a **one page Letter of Motivation** and a **very well detailed CV** to – info@coldhubs.com with a copy to bright@coldhubs.com, **before January 31st, 2018.**