

Job description: Sales and marketing coordinator for agricultural sector

Our vision **A sustainable, equitable and empathic world without waste.**

Our mission **Create value from waste**

Sistema Biobolsa is in constant growth and we actively seek a sales and marketing coordinator with experience in the agro industrial and rural sector; as well as in sales and trading strategies.

This position will be the manager of the sales area in the central office, receiving the first contacts (national, governmental and international) of people interested in the purchase of our technological package and service, will be the link between the areas of communication, marketing and sales. This manager will control the main sales indicators, working in teams with the rest of the areas in the office.

Sistema Biobolsa promotes innovative systems that transform organic waste into energy and fertilizer for small and medium producers in rural areas of Latin America, Africa and India.

If you are a passionate professional, committed, talented and expert in rural promotion, help our sales team to reach new market segments and new geographical areas.

Sistema Biobolsa responds to market demand with our patented biodigestor system, of which we have about 3,500 systems installed in Mexico, Nicaragua and in more than 16 countries. To serve this market, we leverage the purchasing power of farmers, with microfinance funds and national and international development funds. This position requires the ability to create new markets with traditional but also innovative sales strategies, as well as generating requests for funds, developing proposals and strategic alliances with governments, international organizations, foundations and businesses.

This is a full-time position and the selected candidate will immediately join the Sistema Biobolsa team based in the central office in Mexico City; with promotional activities in the metropolitan area and in other regions of the country. Key responsibilities include prospecting customers, creating and achieving sales goals under clear identification of market segments.

Principle functions of the position

- Design and implement regional marketing strategies for the agricultural sector.
- Responsible to attend, follow-up until closing, and / or delegate to other regional or international sellers the sales opportunities generated by remote contacts (Email, social networks, web page, telephone, etc.).
- Generate quotes and maintain the database of sales opportunities.
- Manage the CRM tool for generating reports and keep updated sales information generated.

Skills and experience

If you are candidate for this opportunity you need to:

- Be extremely passionate about creating impact through the implementation of strategies for a company with social focus and rural development.
- Be able to self-directed in a constantly evolving innovative environment.
- Have experience in data analysis, task management, preferably in the rural market, renewable and / or agricultural energy.
- Ease of speaking in front of groups.
- Ideally Agronomist, Veterinarian, Agricultural biologist, Environmental engineer, rural extensionist or salesman with experience in rural development, interested in being part of a team in the sales area.
- Be able to perform sales administrative activities.
- Ability to interact and empathize effectively with a variety of customer profiles.
- Leadership and effective management of work team.
- Have experience working with institutional and government actors, preferably in Mexico or Latin America.
- Excellent presentation and effective communication skills.
- Team work and in a flexible and fun environment.
- Be extremely organized, punctual and have an optics of detail and excellence.

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, Kenya 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:
xunaxi@sistemabiobolsa.com - www.sistemabiobolsa.com