

Job Description: Regional Sales Manager

SISTEMA.BIO promotes innovative technology that allows small and medium scale farmers convert waste products into biogas, bio-energy and biofertilizer. SISTEMA.BIO will be serving Indian agricultural markets in 2018 and we are actively building a Sales Team to drive sales and brand awareness of SISTEMA.Bio in India.

We are looking for a talented sales manager to build our Sales & Promotion team in the State of Maharashtra. We are looking for someone with proven sales and marketing experience in agricultural markets AND/OR Dairy industry to grow and manage SISTEMA.BIO sales network in the **Maharashtra region.**

This is a full time position and the selected candidate would start immediately from Pune office with a full time salary and benefits based on the experience of the candidate.

We are looking to build a promotion network of dairy farmers, veterinarians, Dairy engineers, rural extension technicians and rural sales professionals. This role will be in charge of the recruiting, training, and coordination of this sales team in 3-5 districts of Western Maharashtra. **The perfect candidate is a passionate professional who is dedicated for improving farm productivity and has proven talent in rural sales and marketing.**

Skill and Experience

The perfect candidate will:

- Be extremely passionate about the potential for impactful enterprises to drive sustainable development and improve farm productivity.
- Have relevant local knowledge and experience of local rural markets and an ability to move and operate in them.
- Have at least **three years professional experience** in rural promotion, sales, marketing; preferably in the agricultural, Dairy or rural sectors
- Have a strong acumen to grasp and excel at the product's technical details and train the same to the sales staff
- Be having strong acumen collect data and measure results
- Be extremely organized, punctual and have a strong eye for detail and quality
- Humor, patience and the ability to keep things together in challenging situations a must.

Role

- To translate Strategic goals of the company to a regional Sales Strategy
- To set Sales Goals, timelines, processes.
- Assign & manage day to day lead generation, sales, follow-ups, and conversion
- Manage 3-5 districts & enroll new distributors, partners and a network of stakeholders to develop a strong sales network

- Hire and manage sales coordinators in the region to drive sales
- Be also be taking sales calls for important enquiries in the specified territory.
- Be responsible for conducting regular promotion programs to promote the technology and brand awareness in the region.
- Reporting to **India Operations Head**

This is a leadership position within a small and innovative team working to increase the productivity of agricultural farms. The candidate will get a chance to hold a key leadership position, and be able to independently take decisions to drive results. We are looking for someone who has the potential of becoming a leader in our fast growing Social enterprise – and change the face of Dairy farming in India.

About SISTEMA.BIO

Good Farmland Management (*BuenManejo 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, East Africa 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:

piyush@sistema.bio / india@sistema.bio
www.sistema.bio