

## About Sistema.bio

Sistema.bio is a leading social enterprise operating in Latin America, India, and Africa that seeks to impact climate change, food security and poverty by deploying technology, training and financing to smallholder farmers. Headquartered in Mexico City, Sistema.bio promotes a world where waste is a resource, and farmers are empowered and productive. We manufacture, sell, install and finance our patented biodigester systems for small and medium scale farmers to convert their waste into economic, health and environmental benefits. To-date our products treat over 6.7m tons of farm waste, enabled over 25,000 people to produce clean energy, and saved over 36,000 ha of trees per year.

By the end of 2021, our goal is to have installed biodigesters for over 200,000 people in 15 countries where they lack access to clean, renewable and cost-effective energy. We are expanding across Meru, Kericho, Kiambu, Bomet and Eldoret in Kenya - and are looking for passionate individuals to join our team.



## Role Summary

This is a great opportunity to work with a global enterprise and be part of a growing team. Reporting to the Regional Sales Manager, you will be responsible for selling our biodigesters to local farmers and supervising a team of 10 Sales Agents at the county level for Eldoret, Meru, Bomet and Kericho.

## Key Responsibilities

- Drive sales of the biodigesters to farmers through direct selling and local referrals
- Drive loan collections and ensure the overall health of your regional portfolio
- Manage promotional “below-the-line” activities at the village-level (e.g. demo events)
- Recruit, manage and develop a team of 10 local sales agents and 50 sales trainees
- Collect and report sales data to the HQ and manage the budget planning, loan and collection process
- Build networks with key stakeholders at the local level (Government, farmers, cooperatives etc.)

## Career Progression and Compensation

- We offer a competitive compensation and benefits package, with an opportunity to grow into an Area Sales Manager with greater responsibility within 24 months.



## Does this sound like you?

- You have a diploma with at least 2 years of B2C/push sales experience in a rural setting
- You have experience managing a sales team with early-stage enterprises in social enterprises or Renewable energy (*preferred*)
- You have a self-starting mindset and have demonstrated strong persuasion and critical thinking skills
- You build great relationships and are a strong verbal communicator in Kiswahili and the local language
- You have a valid car driving license and are willing to travel (75% of the time)
- You are proficient with data entry and have basic computing skills (MS office)

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:

[cedrick@sistema.bio](mailto:cedrick@sistema.bio) | [www.sistema.bio](http://www.sistema.bio)