

Area Sales Manager | Kenya | Meru Hub



About Sistema.bio

Sistema.bio is a leading social enterprise operating in Latin America, India, and Africa by bringing technology, training and financing to 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.**

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.

Sistema.bio is the 2019 Ashden Clean cooking Awards winner and the 2017 Buckminster Fuller Institute Finalist.

You can be a part of this impact story!

Who is the Area Sales Manager at Sistema.bio?

Reporting to the Commercial Director, you will be responsible for recruiting, training, coaching and managing a team of up to 30+ sales agents and promoters to meet the Hub Sales Targets. You will also focus on strengthening local networks of customers while fostering team spirits amongst the agents.

You'll be in charge of:

- Developing Local Networks to assist in growing sales volumes
- Achieving and surpassing sales targets of Sistema.bio products
- Recruiting, training, coaching & managing a field-based team of promoters and sales agents
- Building market demand for Sistema.bio products across your Hub
- Building networks with key stakeholders at the local level (Government, farmers, cooperatives etc.)
- Coordinating with technical, customer finance, admin and marketing teams in your hub

More about YOU

- You are passionate about selling and building long lasting Customer Relationships
- You have proven 3-5 years sales superstar in rural selling and hitting targets in related fields like solar and agri-inputs
- You have proven experience in building a team from scratch, driving and implementing sales strategies
- You enjoy recruiting, training and motivating a team of direct reports to success.
- You are a Great Communicator
- You have worked and sold to farmers before and are passionate about improving their lives
- You have a valid driving license, proficient with data entry and have basic computing skills (MS office)

What it is like to work at Sistema.bio

- **Passion and purpose:** working at Sistema.bio, you'll be able to work with a very passionate team and have a real social and environmental impact every day.
- **A growing team with growing opportunities:** Sistema.bio plans to double in the coming years. This growth is opening new roles, new countries and new departments that can keep offering new opportunities for our team's careers and aspirations.
- **Time in the field with the customer:** at Sistema.bio, we are passionate about knowing and serving our customers, small and medium-scale farmers. We want you to be able to spend time in the field with them and genuinely understand their problems, their everyday concerns and connect with them.
- **We care about your career progression:** we have a strong culture of training and investing in developing our people. As a Sistema.bio employee, you'll have weekly check-ins with your manager, access to training programs, and clear tracking of your performance twice a year.

- **Entrepreneurial culture:** Your ideas matter. We believe in people owning their projects and being able to take responsibility for them.

Location and travel

- You will be based in the Meru Hub with extensive travel across the County and in the neighboring Counties

Do you feel that this describes you and want to apply?

Please send your application on <https://www.fuzu.com/jobs/area-sales-manager-meru-sistema-bio>