



Kibo Seed Company, a subsidiary of Kenya Seeds Company, is registered in the United Republic of Tanzania in the agricultural industry and in the Seed Sub sector. The main activities of the Company are carrying out Research, Production, Processing, Marketing and Sales activities of seed and other complimentary products. The company wishes to recruit an enthusiastic, self-driven candidate for the following position.

1. Job Title: Sales Officer

Duties and responsibilities

- Implementing the sales and marketing strategy
- Demand forecasting of products
- Sales and distribution of seeds and other Company products
- Initiate stock transfer orders.
- Customer care services.
- Identification of customer needs and concerns through market intelligence. Identify business growth opportunities. Fostering business relationships with clients.
- Promotion and market of Company products.
- Development of new products in the market.
- Organizing training of seed distributors. Drafting of periodic work progress report. Represent the Company in the Marketing Forum.
- Cash and stock reconcile for the branch

The Applicant should possess the following qualifications and Experiences:

- A Bachelor's degree in Sales and Marketing, Agricultural, Horticulture or any other related field from a recognized institution. Interpersonal and Negotiation skills.

- Ability to work in a multicultural environment Working knowledge in computer applications.
- Good communication skills.
- To fulfill the requirement of leadership and integrity.
- Valid Driving license.
- At least Three (3) years relevant work experience and at least one (1) year in supervisory role in a position in a comparable organization

2. Job Title: Principal Sales And Marketing Officer

Duties and responsibilities

- Develop and implementing the Sales and Marketing strategy.
- Demand forecasting of products.
- Sales and distribution of seed and other company products.
- Ensure sales and stock reconciliation is undertaken and maintain optimum stocking levels.
- Handle customer complaints and concerns.
- Identification of customer needs through market intelligence.
- Identifying business growth opportunities
- Fostering business relationship with clients.
- Promotion and marketing of Company products.
- Carry out product and market development.
- Educate/train farmers and seed distributors.
- Prepare periodic work progress reports and staff Appraisal
- Represent the Company in marketing forums.
- Management of staff under responsibility

The Applicant should possess the following qualifications and Experiences:

- A Bachelor's degree in Sales and Marketing, Agricultural, Horticulture or any other related field from a recognized institution. Interpersonal and Negotiation skills.
- Ability to work in a multicultural environment Working knowledge in computer applications.
- Good communication skills.
- To fulfill the requirement of leadership and integrity.
- Valid Driving license.
- At least Three (3) years relevant work experience and at least one (1) year in supervisory role in a position in a comparable organization

How to Apply:

All interested candidates should forward their application letter accompanied by their Curriculum Vitae and all relevant testimonials either soft copy to gm@kiboseed.co.tz copy info@kiboseeds.co.tz or hard copy to the reception office to be received on or ***before 11th November 2022.***