



BUSINESS DEVELOPMENT EXECUTIVE

We are seeking a driven and results-oriented Business Development Executive with agriculture background to join our team and play a key role in expanding our offerings in the Kenyan agricultural market. You will be responsible for identifying and developing new raw materials for fish feed production, registering seeds, fertilizers and other inputs with the government, and conducting market research and feasibility studies for various agricultural inputs. This is a dynamic role that requires a strong understanding of the agricultural sector in Kenya, excellent communication and relationship-building skills, and a passion for driving growth.

Key Responsibilities

- 1. Raw Material Development:**
 - Source and identify new raw materials suitable for fish feed production.
 - Research and evaluate the viability of using new ingredients with Procurement & QA.
 - Collaborate & develop suppliers' capacity to establish and maintain strong relationships.
- 2. Regulatory Affairs:**
 - Manage the registration process for new seeds and fertilizers with the Kenyan government agencies.
 - Ensure compliance with all relevant regulations and standards.
 - Stay up to date on changes in regulations and policies.
- 3. Market Research and Feasibility Analysis:**
 - Conduct market research to identify potential new markets for seeds, fertilizers, and other agricultural inputs.
 - Analyze market data to assess the feasibility of new product launches.
 - Develop comprehensive business plans for promising new ventures.
- 4. Business Development:**
 - Build relationships with potential customers and partners in the agricultural sector.
 - Develop and present proposals for new business opportunities.
 - Negotiate and close deals with clients.
- 5. Data Analysis:**
 - Collect, analyze, and interpret market data to identify trends and opportunities.

Key Qualification, Experience, Skills, and Competencies

1. Bachelor's degree in agriculture, agronomy, or a related field.
2. Minimum of 5 years of experience in business development, sales, or a related field within the agricultural sector.
3. Strong understanding of the Kenyan agricultural market and regulatory environment.
4. Excellent communication, presentation, and negotiation skills.
5. Ability to build strong relationships with clients and partners.

Interested candidates are requested to send their updated CV and cover letter to hc.ke@samakgro.com stating the subject heading **BUSINESS DEVELOPMENT EXECUTIVE** by **20th November 2024**.

Only shortlisted candidates will be contacted.