

Holland Farming Sierra Leone Ltd.

Job Title: Business Development Manager

Are you a results-oriented and performance driven person? Do you have experience in closing a sale in a market where the stakes are high? Are you a relationship manager with the knowledge to develop new business partnerships and to maintain strong relationships with clients based on efficiency and customer-service? If you have answered yes to these, then Holland Farming SL would like to welcome you on board.

You will work in close collaboration with the corporate executives abroad. You will play an important role in analyzing and understanding the agricultural input market and create business development strategies according to the needs of the different client segments.

Duties and responsibilities.

- Research actively for potential clients for agricultural inputs;
- Work with the sales team and support them in meeting the annual sales target;
- Provide necessary training to the sales team and others as and when necessary;
- Formulate marketing strategies and be responsible for implementing them;
- Pursue and maintain new business relationships;
- Allocate and distribute inbound leads;
- Understand and obtain the needs of the corporate clients & NGOs active in agriculture;
- Prepare various presentations and regularly attend clients meetings, trade shows, and conferences relevant to our line of business;
- Follow-up clients continuously and respond to clients enquiries;
- Prepare business development strategies according to the needs of the client;
- Secure business opportunities by cultivating mutually beneficial business relationships with current and potential clients;
- Keep track of market intelligence in the industry with respect to market development, projects, competitive activity and customers.

Skills and competencies needed

- A team player with proven networking skills;
- Strong entrepreneurial spirit;
- Expertise in negotiation with good presentation skills;
- Strong motivation to succeed in a challenging environment;
- Willingness to learn and be a strategic thinker with intuitive market abilities;
- Good communication skills for understanding the difficulties of the client;
- Excellent observation skills in order to identify clients problems accurately;
- Technical consulting expertise;
- Good with numbers.

Education and qualification

- Commerce degree with a background in Finance, Sales, Accounting or business administration from an accredited institution;

- Relevant experience in business development and sales. Experience in the agricultural sector is a plus point;

About Holland Farming Sierra Leone Ltd

Holland Farming Sierra Leone Ltd is owned by Sierra Leonean and Dutch partners. Established in 2007, Holland Farming Sierra Leone is a commercial input supplier for inputs such as NPK fertilizer, Urea, liquid sprayers and a wide variety of vegetable seeds, which are sold throughout the country at fair and competitive market prices.

The company was also set up to support The Ministry of Agriculture Forestry and Food Security (MAFFS) in fulfilling its mandate to improve and support the agricultural sector in Sierra Leone. Holland Farming supports the following business objectives

- Sustainable and affordable supply of agricultural inputs.
- Diversity of its product range
- Affordability of its products through innovative packaging solutions to meet different customer demands and affordability.

Employment conditions

A market conform salary package with an attractive bonus scheme and a company phone. Access to the company vehicle for business related activities. There are opportunities for conferences and training possibilities abroad.

Interested?

Please send one A4 motivation letter with a copy of your CV to
The Managing Partner, Holland Farming Sierra Leone Ltd email: info@hollandfarmingsl.com