



JOB VACANCY

Simlaw Seeds Company Limited, a subsidiary of Kenya Seed Company, is a leading vegetable seed Company with over 30 years of experience in Research, production, processing and marketing of superior and reliable horticultural seeds in Kenya and the eastern Africa regions.

As part of strengthening institutional capacity, Management wishes to invite applications from candidates with requisite qualifications, experience and attributes to fill the following vacancy that has arisen in the Company.

MANAGER - SALES AND MARKETING - JG SSC.3 ref. No. SSC/MSM/11/2022

Reporting to the General Manager, the Office holder will be based in Nairobi with regular visits to the Company sales regions. The position terms of engagement is three years contract renewable subject to performance.

Successful candidate will be responsible for:

1. Develop and implement Sales and Marketing strategies.
2. Evaluate and advise General Manager on product demand.
3. Optimize sales and distribution of seed to both local and export markets.
4. Ensure timely availability of the right products, at the right time and place.
5. Ensure customer complaints and concerns are addressed.
6. To organize and collect market intelligence and feedback.
7. Identifying business growth opportunities.
8. Fostering business relationship with stakeholders.
9. Spearhead promotion of Company products.
10. Carry out business and market development.
11. Ensure preparation of periodic work progress reports and implementation of strategic plan.
12. Set appropriate performance targets and appraise staff.
13. Undertake budget preparation and monitor expenditure.

Minimum qualifications and competencies:

- A minimum period of twelve (12) years relevant work experience and at least five (5) years in a management role in comparable and relevant position.
- Master of business administration or equivalent qualification from a recognized institution.
- Degree in Sales and Marketing, Agriculture, Horticulture, or equivalent qualification from a recognized institution.

- Knowledge of seed/ agricultural industry is an added advantage.
- Experience in handling export markets.
- Fluency in French language is an added advantage.
- Membership to the Marketing Society of Kenya, Chartered Institute of Marketing or any other equivalent professional body.
- Possession of a valid driving license
- Proficiency in computer applications.
- Demonstrated results in work performance.
- Good communication skills.
- Meet the provision of Chapter Six of the Constitution. Upon successful shortlisting, candidates will be required to provide clearance from the following statutory bodies:
 - a. Kenya Revenue Authority
 - b. Ethics and Anti- Corruption Commission
 - c. Directorate of Criminal Investigations
 - d. Higher Education Loans Board
 - e. Credit Reference Bureau

Other Attributes:

- i) Positive and enthusiastic attitude with capacity to relate with other staff and stakeholders.
- ii) Excellent communication and report writing skills.
- iii) Ability to meet stringent deadlines, including working extra hours.
- iv) Ability to work in a team setting environment.
- v) Possess strong strategic and analytical skills.

Application guidelines

Qualified candidates who meet the criteria are invited to submit their applications **quoting the job reference number** on both the letter and envelope. An up-to-date Curriculum Vitae together with copies of all certificates/ testimonials must be attached and the same hand delivered or mailed so as to reach the General Manager not later than **5.00pm on Friday 16th December, 2022** at the address below:

The General Manager
 Simlaw Seeds Co. Ltd
 Simlaw House, Kijabe Street.
 P.O. Box 40042 - 00100

NAIROBI

Applications may also be submitted via recruitment@simlaw.co.ke

Please note that Simlaw Seeds Company is an equal opportunity employer committed to diversity and gender equality. Women and persons with disability are encouraged to apply. Please note that only shortlisted candidates will be contacted. Any form of canvassing shall lead to automatic disqualification.