

About Umudike Seeds (umudikeseeds.com)

The vision of Umudike Seeds is to be the premier provider of high-quality Breeder and Foundation seed for root and tuber crops, thereby fostering agribusiness development in the country.

The firm is seeking to employ a Sales/Communications Associate to join its team of dynamic professionals working to accelerate the growth and profitability of Nigeria's root and tuber crop industry.

Job Title: Sales/Communications Associate

Job Type	Full time
Location	Umudike, Abia State, Nigeria

Overview

The Sales Associate is responsible for developing and executing action plans to accomplish Umudike Seeds sales objectives. The Associate will report directly to the General Manager. The position will be based primarily in Umudike.

Job Description

In this role, you will be required to fulfill the following primary responsibilities working as a key member of the Umudike Seeds team:

- Deliver on sales and profitability targets of Umudike Seeds service offerings. Identify and penetrate new target markets to drive sales.
- Manage contracts and agreement with partners, clients, and out-growers
- Prepare monthly, quarterly and annual budget to actual variance analysis for the production and sales of the different varieties of Breeder and Foundation seed and the provision of the various categories of advisory services.
- Understand and communicate policies related to customer engagement e.g. refunds and exchange policy.
- Develop and implement the company's internal and external communications strategy.
- Respond to inquiries from the public and coordinate promotional events
- Protect the image of Umudike Seeds, maintain goodwill, and uphold confidentiality at all times.
- Engage in all other activities required to ensure the success of the company

Qualifications and requirements

- At least a BSc degree in Marketing, Business Administration, Communications, or related fields.
- Minimum of 3 years' experience in sales and marketing or in managing a communication role
- Strong sales, marketing, and financial management skills
- Proven knowledge of formal seed systems
- Excellent oral and written communication skills, interpersonal, negotiation and facilitation skills
- Proficiency in Microsoft Office suite (Word, Excel, PowerPoint, etc.)
- Track record of developing and implementing successful communications strategies.
- Exceptional public speaking and communication (oral, written, reading, listening) skills
- Ability to effectively work under stress and manage pressure.
- Willingness to travel when necessary.

Method of Application:

Qualified and interested applicants should forward their CVs and cover letter to recruitment@umudikeseeds.com with the job title applied to as the subject of the mail. Application open until filled. Only eligible candidates will be contacted.

Remuneration: Salaries and benefits are competitive