

JOB DESCRIPTION

MANAGING DIRECTOR

Overview

A startup foundation seed company is commencing operations in Kaduna, Nigeria with the production of foundation seed for hybrid maize production for seed companies in West Africa and is seeking a Managing Director who will oversee and manage its operations. The vision of the company is to be recognized as West Africa's most reliable source of high-quality foundation seeds.

The Managing Director will be primarily responsible for managing the day-to-day business operations of the company and will report to the Board of Directors. The position will be based in Kaduna but will involve travel across the different locations of operation of the company.

Job Type: Full-time

Location: Kaduna State, Nigeria

Duties and Responsibilities

- Responsible for the overall leadership and execution of the company's strategy
- Develop and implement the strategic growth and operational plan to achieve overall revenue and volume targets in the different countries as set out by the board of directors
- Serve as the custodian of company policies and guidelines, ensure that they are communicated throughout the company, and ensure compliance to all business and related risk management measures
- Attract, develop, manage, lead, and inspire a team to ensure consistent high performance, growth and retention of talent and succession planning for key leadership and high impact roles
- Sets long-term goals and oversee the implementation of short, medium, and long-term plans of the company
- Oversee all company functions, operations, and production teams, ensuring compliance and adherence to deadlines, budget requirements and alignment with established strategies and plans
- Lead and be accountable for business planning, forecasting, and budgeting processes
- Serve as the spokesperson of the organization, build, and manage relationships with external stakeholders including regulators, distribution partners, seed companies and seed industry associations and maintain trust and partnerships with local and international stakeholders to ensure collaboration in the ecosystem
- Measure and leverage on data-driven competitive and market information (competition actions, market trends, satisfaction levels, commercial acceptance, and regulatory issues)
- Engage in all other activities required to ensure the success of the company

Qualifications and requirements

- Advanced degree (MSc/MBA/MPhil/DBA) in Business, Management, Agriculture, or related discipline
- 8 – 10 years of experience in business management/administration
- Strong managerial, operations and finance skills with clear evidence of execution ability
- Exceptional public speaking and communication (oral, written, reading, listening) skills
- Demonstrated leadership, management, and coordination skills
- A self-starter with the ability to work effectively work under stress and pressure
- Willingness to undertake local and international travel when necessary

Method of Application: Qualified and interested applicants should forward their CVs to recruiting@sahelcp.com with Managing Director as the subject of the mail. Due to a high volume of applicants, please understand that we are able to contact only those who meet the minimum qualifications. **Sahel is an Equal Opportunity Employer.**