



Kamal Kisan

Simple Solutions for Smart Farmers

About Us

Kamal Kisan improves farmer livelihoods by improving farm output and reducing input costs for small and marginal farmers through affordable precision farm mechanization solutions and a supporting ecosystem to enable them to leverage these effectively. Kamal Kisan has won international awards for innovation in agriculture from the Bayer Foundation and Syngenta Foundation. We have delivered our products to over 12000 farmers across India with over 3 crores in saving to the community. We are embarking on mission to reach over 1million farmers over the next 3 years, by introducing innovations for smallholder farmer that will change the way farming is done in India. We are looking for passionate team players to help Kamal Kisan scale its reach and impact with small famers across the country.

Role: Business Development Head

Kamal Kisan has launched five products in the market that are currently sold through dealer network across Karnataka, with phased launches in AP, TS, MH, MP and TN. We plan to launch products for every process in the cultivation over the next 3 years to build deeper connections, reach out to new markets and build partnerships. It is an exciting journey with great promise.

As the head of Business Development, you will be given opportunities to set the course on how this company reaches out to its customers and partners. You will get a chance to explore rural areas and interact with the enterprising farmers across the length and breadth of India.

What will do?

- Build strategy and plans to drive sales and monitor marketing budgets to expand across South India
- Create and lead teams that will help you drive the aggressive goals to directly impact 10000 farmers
- Build an ecosystem of partnerships and collaborations to develop ecosystem
- Develop creative strategies for customer acquisition
- Identify & develop product distribution channels

What will you possess?

You are entrepreneurial, are able to inspire teams and are driven by success and growth chart, you are result oriented.

- Passion for creating value and delivering excellent service to customer
- Able to act strategically and decisively
- You feel the pulse. You can handle uncertain situations professionally and reasonably with the company's strategy for growth in mind
- Minimum 5 years of work experience in rural sales
- Fluent in written and spoken English and Kannada / Telugu/ Tamil
- Willing to travel to rural areas across India on regular basis

Relationship

You will be working closely with the CEO to develop the sales and marketing strategies for scale and be instrumental in developing an ecosystem to support farmers for increased livelihood. You will have access to all stakeholders of the company and be a part of the management team. You will represent the company in various public platforms. Most of your time will be spent traveling, visiting farmers, field executives & channel partners.

Benefits

Location – HO – Bengaluru, candidate can be from across south India (Karnataka preferred).

Salary – Market competitive Fixed + Variable + ESOPs

To apply mail your cover letter & CV to devi@kamalkisan.com