



Kamal Kisan

Simple Solutions for Smart Farmers

About Us

At Kamal Kisan we believe that farm equipment designed with and developed for small farmers can transform Indian agriculture. Kamal Kisan is a for-profit social enterprise established in 2013 to work towards solving the emerging problem of non-availability of skilled workers and high cost of labourers, especially affecting small landholders. Kamal Kisan has won international awards for innovation in agriculture from the Bayer Foundation and Syngenta Foundation. Our five products are commercially successful across Karnataka, Andhra Pradesh and Tamil Nadu. We are embarking on leading innovations in smallholder farming that will change the way farming is done in India. We are looking for result oriented team players passionate to work with small farmers.

Role: Business Development Head

Kamal Kisan has launched five products in the market that are currently sold through dealer network across Karnataka, while we have phased launches in AP and TN. We plan to launch two new products every year, reach out to new markets and are looking to build relationships. 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 channel partners. You will get a chance to explore rural areas and interact with the enterprising farmers across the length and breadth of India.

Responsibilities

- Lead sales and monitor sales budgets
- Build sales & marketing teams for product promotion
- Develop creative strategies for customer acquisition
- Identify & develop product distribution channels
- Bring new product ideas from the field for R & D
- Partner with distributors to train & develop teams for post sales service

Skills & Competencies

You need to be entrepreneurial, be able to inspire teams and chart the future of the company with the Founder-CEO. Passion to create a better future for India's farmers is the most essential criteria.

Key requirements

- Has exposure to or is interested in agriculture
- 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 understand the product design and development processes and the market-ready products ready and find target markets. 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 with farmers, field executives & channel partners.

Benefits

Location – Bengaluru Salary - based on skills and experience Travel & accommodation - covered by the company

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