CoolCrop is a start-up which develops technologies to help farmers, farmer co-operatives, entrepreneurs and aggregators preserve, manage and market their harvest to create more value from it.

We work with partner entities such as Non-Government Organizations (NGO), Self Help Groups (SHG), Financing Institutes, Market Committees and Government agencies to better realize the post-harvest storage, processing and marketing needs of the farmers or farmer co-operatives and therefore design and create hardware and software systems that are best-suited to cater to the challenges they face.

We are looking to expand the team to bring in personnel able to contribute to the organization in order to maximise the impact by reaching out to farmers and users through the Indian landscape.

Role: Sales and Partnerships Manager

The job profile involves developing prospective market for the products, which includes:

- Establishing, maintaining and developing partnerships with farmers, Farmer Producer Organizations (FPO), Non-Government Organizations (NGO), other organizations, initiatives and programs to create a sales pipeline.
- Liaising with government agencies, ministries and local offices for project approvals, financing and respond to the request for proposals.
- Liaising with financing institutes, banks, micro-financing institutes to create long-term financing partnerships.
- Evaluating and analysing case specific business and financing models.

Skills and Aptitude:

- Experience of working in rural markets/agriculture. Primary knowledge of agriculture/horticulture is a plus.
- Bachelors in Business Management, Engineering, or Agriculture Sciences is mandatory. Masters qualification/MBA is a plus.
- Good verbal and written communication skills. Candidates with knowledge of at least 2 other regional languages would be preferred.
- Driven to achieve set goals and motivated to learn and grow into a leadership role.
- Knowledge of MS Office is critical.
- Keen to travel at least for a couple of weeks in a month.

Benefits: Monthly compensation and other aspects to be discussed during the selection process.

Location: Flexible as of now.

Interested candidates may send out an email with a brief description of their suitability and a resume to niraj@coolcrop.in.