

POSITIONS WITH RELIEFWATCH

Business Development Lead (Consultant) - Nairobi

COMPANY OVERVIEW

Imagine needing a medication to a curable disease or wanting to buy a product at a store only to find that the item is completely stocked out. Even worse, this store has no idea when they will be restocked since the data is not integrated in any way with their suppliers.

Reliefwatch is a platform specifically designed for organizations in the developing world to track inventory stock levels and other last-mile data through basic mobile phones. As part of a suite of systems with Sokowatch (consumer goods) and Acrewatch (agriculture), Reliefwatch helps reduce stock-outs and minimize expirations of essential supplies across the developing world.

KEY STATS

- Currently working in five countries: Honduras, Nicaragua, Panama, Kenya, and Uganda
- Headquarters based out of the Chicago Innovation Exchange in Chicago, IL
- Seed funded with growing team/revenue
- Winner of Prince of Wales Global Young Entrepreneurs Prize, 1776 Challenge Cup in Global Health, and one of ChicagoInno's 15 Startups to Watch in 2015

WHAT WE'RE LOOKING FOR

Seeking a Nairobi-based business development lead to grow the Reliefwatch suite of business both nationally and regionally.

QUALIFICATIONS

- Proven closer who meets and exceeds sales targets
- Experience selling into Fortune 500 clients, specifically at the Director level and above
- Energized by working in a start-up environment and within a growing global company
- Extensive network in Kenya and preferably the East Africa region

BONUS

- Experience with software solutions and Software as a Service business model
- Experience in the FMCG, Agriculture or Pharmaceutical industries

HOW TO APPLY

Send resume and brief statement of interest (1-2 paragraphs) to josh@reliefwatch.com