

DeHaat

About DeHaat:

DeHaat's a technology based platform to provide one-stop solution for farmers. It incorporates an online marketplace alongside a rural network of service delivery centers to increase the profitability of farmers. At the same time, DeHaat brings transparency and efficiency across the entire agricultural value chain for B2B, including agri input companies, financial institutions, and commodity bulk partners buyers.

Based in Gurgaon and Patna, DeHaat was founded in 2012 by alumni of IIT Delhi, IIT Kharagpur, IIM Ahmedabad, and other premier institutions. Currently the DeHaat platform supports over 1,80,000 farmers across Bihar, Jharkhand, Uttar Pradesh, and Odisha, bringing them 500+ agri input SKUs, exhaustive advisory content for major crops, and 100+ commodity bulk buyers after they harvest.

DeHaat has been recognized at number of national as well as global forums such as NASSCOM, Forbes, TiECon, Millennium Alliance, Niti Aayog, ET Now, Times Now & CNN-IBN.

We are excited to building a dynamic team of 200+ professionals for a disruptive change in the agri supply chain industry. Let us know if you want to be part of this revolution.

We are looking candidates for following position:

Position: State Head, Agri-Input Business

Qualification: MBA (Candidates with B.Sc. (Ag.) / M.Sc (Ag.)/ MBA -ABM preferred)

Location: Bihar/Jharkhand

Job Description:

Forecasting and planning of annual, quarterly and monthly sales targets across regional offices

Coordinating with procurement team to manage inventories at various stock points

Coordinating with sales and logistics team to achieve targets

Handling key customer relationships

Working with finance team in control of receivables and payables

Building and grooming sales team

Assisting top management in strategy and planning with MIS reports

Desired Skills:

Leadership experience of handling large sales team

Having sound technical knowledge of agriculture sector (preferred)

Good & Effective communication skill in Hindi and English

Awareness of Agri Input Markets (preferred)

Proficiency in use of Microsoft Office Tools (Excel, Word, PPT)