

Colombia Jobs Expertini®

Country Manager

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Company: UBEES

Location: Colombia

Category: other-general

UBEES is the global leader in beekeeping applied to regenerative agriculture. We partner with leading global brands (Nespresso, Nestle, Dole...) to implement sustainable beekeeping programs that increase crop productivity & yield, enhance biodiversity (lower carbon footprint, chemical use reduction, foster local ecosystems), boost small farmers income via revenue diversification and empower women in beekeeping activities. Leveraging cutting-edge technology, including advanced sensors, UBEES is revolutionizing sustainable agriculture by bridging the gap between beekeeping and modern farming practices.

The Role

Responsibilities :

Reporting to the Group COO, the Country Manager Colombia is responsible for the performance of our current and future operations & business development in Colombia:

Deploy and coordinate our operations, leading them to success

Weekly reporting of relevant or key information to senior staff and stakeholders

Supervises local beekeeping units/teams to ensure good beekeeping practices and hives health to achieve low mortality rates

Grow business through sales and commercial prospection (sales negotiations, prospection, quotations,...): new commercial partners and new areas of expansion

Manage operation's procurement by building a pool of partners and vendors

Assist Ubees tech deployments (planning, in-field deployments, maintenance,...)

Build strong relationships with various stakeholders, especially farmers, partners and local cooperatives through frequent face-to-face interaction

Design, implement and report operations-related KPIs (Key Performance Indicators)

Cost control ensuring the project is operating within budget

Set clear plans with goals and objectives with frequent progress validation checkpoints

Ideal Profile

5 to 10 years of experience in project management and coordination

Successful track record in commercial prospection

Successful track record in operations management

Experience in account management and commercial negotiations (deal-making)

Past experience in agriculture and farming is a strong plus

Creative thinking, problem-solving mentality

Ability to commit, be accountable and undertake ownership

Team player

Languages (written and spoken) to effectively liaise with the stakeholders of the region

-- Fluent in Spanish (everyday work language)

-- Proficient in English

-- French is a plus

Beekeeping knowledge and background are a strong plus

Ability to travel extensively in Colombia and potentially in broader Central and Latin America

Outstanding communication and coordination skills (transparent, honest, reliable)

Microsoft Office and Google Suite (Word, Excel, Powerpoint). In particular, advanced proficiency in modelization (business plan, business model, and quotations)

What's on Offer?

Leadership Role

Opportunity to make a positive impact

Work alongside & learn from best in class talent

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