



VACANCY

POSITION – SUPPLY CHAIN MANAGER - VEG

LOCATION –HEAD OFFICE

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| REPORTING TO | COMMERCIAL MANAGER - VEG |
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Company Profile

AAA-Growers Limited is among the leading Kenyan exporters of different types of Vegetables, Flowers, and Avocados. We are looking for a Supply Chain Manager for our Head Office.

Job objective

Oversee day-to-day / Weekly operations of the Supply Chain team to ensure that they are well run & that we have a dynamic Veg Local Sales Business. Ensure that Packhouse Weekly & Monthly planning is well managed depending on availability from the fields and client orders.

Improve standards and process management for sales and customer support activities to optimize sales reporting and quote to order practices. Develop operational standards and metrics to establish best in class customer support operations and ensure effectiveness of the customer management process. Assist with planning for Big Promotions/ store openings, including client orders management, placement and delivery requirements. Drive Expo planning and brand image of the product with the clients.

Your tasks and responsibilities

- Ensure that Clients are well managed, and action points are raised and implemented within the timeframe to ensure Client satisfaction.
- Visit the clients and ensure Planograms for product placement are in place to maximize sales.
- Assist with Client pricing formulations, communication and Coordinate NPD for New Clients
- assist with Promotion planning ensuring that Promo Order planning, promotional materials and new Product Updates is executed at client/ store levels.
- Ensure new clients are onboarded as per requirements and that orders are placed electronically via the portal via the system.
- Ensure that Customers are well managed by the Supply Chain team, and that basic requirements of service levels, consistency are met.
- Management of the Supply Chain team ensuring proper planning for Orders to Packhouse, Delivery & Service level management.

- Coordinate, plan and manage overall daily and weekly packhouse programs with the teams, and ensure that we achieve client service levels at 90% and that we are sold out on most product lines.
- Conduct competitor reviews to analyse market trends and competition with a view to strategic positioning of prices and product placement
- Expand upon existing developments from technical trials with a view to commercializing them into sales.
- Review trials being undertaken for developments, opportunities and sales follow-up
- Conduct follow up and liaison for the company's products and initiatives
- Ensure Client visits to the farms are well coordinated and executed.
- Ensure the timely and successful delivery of products according to customer needs and objective
- Communicate clearly the progress of monthly/quarterly initiatives to internal and external stakeholders
- Develop new business with existing clients and/or identify areas of improvement to exceed sales quotas
- Forecast and track key account metrics (e.g. Quarterly sales results and annual forecasts)
- Manage reporting for account status for weekly sales meeting

Your profile

- Bachelor's degree in business administration, Marketing, Supply Chain Management, or a related field. A master's degree in these areas would be an added advantage.
- 5 to 8 years of experience in supply chain Management, or client relationship management, preferably in the agricultural, FMCG, or food production industries.
- Proven track record of managing client relationships, coordinating supply chain activities, and meeting or exceeding sales targets.
- Strong ability to build and maintain relationships with clients to ensure satisfaction, loyalty, and growth.
- Experience in leading and motivating a supply chain team to ensure client satisfaction and achieve sales targets.
- Demonstrated experience in coordinating end-to-end supply chain processes, including order management, delivery schedules, and meeting service levels.
- Ability to conduct competitor reviews, market analyses, and strategic positioning of products based on market trends and competition.
- Proficient in managing multiple projects, client onboarding, and implementing client plans within tight timeframes.
- Ability to resolve client issues, optimize supply chain processes, and manage product placement to maximize sales.

- Ability to adapt to changing market conditions, client demands, and internal requirements while maintaining high standards of performance.

We offer.

AAA growers have great ambitions. Innovation, technology, and quality are high priorities. This results in a challenging working environment in which you can develop yourself. AAA growers offer plenty of room for personal growth and development. We have an informal and easily accessible working environment in which cooperation is very important.

The position comes with a competitive salary as well as other benefits.

Your application

Click here to apply: [job application \(aaagrowers.co.ke\)](https://www.aaagrowers.co.ke)

Deadline for Applications –31st October 2024