

Senegal Jobs Expertini®

Procurement Associate

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Company: myAGRO

Location: Thies

Category: other-general

About the Role

Your ability to build relationships with seed suppliers and procure seeds, despite supply chain challenges and at the right price is pivotal to myAgro's ability to serve its customers - some of the poorest people in the world - at affordable prices. Assuring them of high quality inputs to increase their yields means taking them one step further out of poverty

You have/ will build networks and strong working relationships with key suppliers to the region. Your access to accurate market information ensures myAgro buys the best quality and the right price. You will partner with suppliers so they adhere to myAgro quality processes and they grow along with us as we scale to serve 1M farmers in West Africa.

You Will:

Strategic supplier relationships

Build strong relationships with international and local suppliers with the aim of understanding their businesses, standards and ability to grow with myAgro as well as the nature of the support they will need to achieve this.

Ensure their processes are transparent.

Plan and procure seeds

Keep an update view on market situation and outlook and execute seed and fertilizer procurement (tender, negotiation etc)

Maintain ongoing relationships with market players at national and regional level (traders,

seed cos, producers, blenders, other important users of fertilizer such as cotton companies, financial institutions involved in the trade)

Execute procurement processes efficiently and quickly to acquire seeds and fertilizers at the best possible price

Work with the finance team on working capital management and the logistics team on receipt and storage

Keep an updated view on myAgro overall position in terms of prices and volumes (in respect with prices in the market, or volumes to be delivered)

Develop long term relationship with international and local seed cos

Build detailed insights on potential new seeds supply options (in collaboration with the Agriculture Team)

Facilitate Country procurement in developing long term relationship with local providers

Execute disposal of surplus of fertilizer stocks

Establish and maintain myAgro quality standards

Develop long term relationship with local / regional providers

Contribute to the definition of requirements and specs (together with supply chain and logistics)

Execute procurement transactions with local providers

You Have:

5-8 years experience in procurement of items > \$1M per annum in West Africa

Clearly demonstrable familiarity with processes and legalities around importation, tendering and negotiation in West Africa

Strong negotiation track record

Robust project and change management experience e.g. in procurement system rollouts

Analytical with strong complex problem solving skills matched by deep people management

experience

Strong functional leadership skills, including an ability to build relationships and trust and to obtain commitment from both internal and external stakeholders across functions.

Solid communication and interpersonal skills

You are energetic & driven - a self-starter, with a can-do attitude, outcome focussed and charge change with energy and drive that inspires others.

You are resilient – tenacious, outcome focused with the ability to operate in a sophisticated environment leading multiple projects and partners.

English and French proficiency.

Our Benefits:

Health insurance (including dental, vision and health coverage)

Approximately 4 weeks of paid time off each year

Professional development and laptop stipends

Retirement plan contributions

Annual flight benefit

The opportunity to make a difference for farmers everyday!

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