KickStart

JOB DESCRIPTION

Partnerships and Business Development Officer – North East

KickStart International

Location: Yola, Adamawa State | **Reports to:** Country Manager, Nigeria

Transforming Lives Through Agricultural Prosperity

KickStart International is a not-for-profit social enterprise committed to lifting millions of people out of poverty through sustainable agricultural technologies and market-driven solutions. Our irrigation products enable smallholder farmers to raise productivity, increase income and build resilient livelihoods.

We are seeking a Partnerships and Business Development Officer to drive sales growth and partnership development in North East Nigeria. The role suits a resourceful, relationship-driven professional who can open doors with government, development partners, financial institutions and agribusinesses, and convert those relationships into orders and farmer adoption.

Position Purpose

The Partnerships and Business Development Officer is accountable for building and managing partnerships, growing the sales pipeline and achieving sales and impact targets in North East Nigeria. The officer will serve as KickStart's representative with state governments, Big International NGOs (BINGOs), microfinance institutions (MFIs), agribusinesses, aggregators and offtakers, cooperatives and distributors.

Key Responsibilities

1. Partnership Development and Sales (Core Priority)

- Identify, originate and close partnership and sales opportunities across North East Nigeria in line with agreed annual, quarterly and monthly targets.
- Prepare proposals, quotations and presentations, and follow each opportunity through to order, delivery and payment.
- Maintain an accurate sales pipeline and forecast, and update the CRM consistently.

2. Government Engagement

- Build and maintain relationships with decision-makers in state ministries of agriculture, agricultural development programmes and other relevant agencies across the North East states.
- Track state budgets, programmes and procurement cycles, and position KickStart's irrigation technologies against priorities.
- Support the Country Manager in securing MOUs, pilots and contracts, and follow up on delivery milestones and receivables.

3. BINGOs and Development Partners

- Engage BINGOs and other implementing agencies active in the region, and identify opportunities to include KickStart's technologies in their agriculture, livelihoods and climate-resilience programmes.
- Support bids, proposals and partnership agreements, and coordinate delivery with partners.

4. MFIs and Financial Institutions

- Partner with MFIs, banks and cooperative societies to develop farmer financing and asset-finance options that improve affordability and uptake.
- Support partners in promoting products to farmers and track the volume of financing facilitated.

5. Agribusinesses, Aggregators and Offtakers

- Engage agribusinesses, aggregators and offtakers to create offtake, input-credit and market-linkage arrangements for farmers using KickStart technologies.
- Facilitate partnerships that strengthen farmer incomes and generate demand for irrigation.

6. Distribution and Market Development

- Support distributors and dealers in the region through training, joint planning and performance follow-up.
- Conduct market assessments and gather market intelligence on competitors, pricing and emerging opportunities.
- Plan and deliver demonstrations, farmer field days and promotional activities that drive demand.

7. Reporting, Impact and Compliance

- Submit timely and accurate weekly and monthly reports on pipeline, sales, partnerships and impact indicators.
- Collect and validate end-user and partner data; comply with KickStart policies, ethical standards and statutory requirements.

Key Performance Indicators

- **Sales:** Achievement of sales targets and growth of the qualified pipeline.
- **Government and BINGOs:** Number and value of agreements secured with state governments and BINGOs in North East Nigeria.
- **Financing:** Partnerships established with MFIs and the volume of farmer financing facilitated.
- **Market linkages:** Linkages established with agribusinesses, aggregators and offtakers.
- **Distribution:** Distributor activity and performance in the region.
- **Impact:** Farmers reached and adopting KickStart technologies.
- **Systems:** CRM data quality and timeliness of reports.

Candidate Profile

We seek an energetic, results-driven and well-networked professional with a record of building partnerships and delivering sales.

Qualifications

- Bachelor's degree in Agriculture, Agribusiness, Business, Marketing, Economics or a related field.
- A relevant postgraduate qualification is an advantage.

Essential Experience

- Minimum of 5 years of relevant experience in sales, business development and partnerships, preferably in agriculture, agribusiness, rural finance, FMCG or the development sector.
- **Strong requirement:** Demonstrated experience engaging government stakeholders, with a track record of securing agreements or contracts.
- Experience working with BINGOs, MFIs, agribusinesses, aggregators or offtakers.
- Proven ability to meet sales targets and manage a pipeline.
- Good knowledge of North East Nigeria's agricultural landscape, markets and stakeholders.

Added Advantages

- Fluency in Hausa and other local languages of the region.
- Experience with donor-funded programmes and distributor or channel management.
- Established networks within government, development and agribusiness communities in the region.

Core Competencies

Relationship-building and stakeholder influence; negotiation; commercial acumen; planning and organisation; self-motivation and ownership; data-driven decision-making; clear written and verbal communication; resilience and adaptability; integrity and professionalism; and a passion for social impact and agricultural transformation.

Travel Requirements

The role is based in Yola, Adamawa State and requires extensive travel across North East Nigeria and occasionally to other locations. The successful candidate should expect to spend up to 60% of their time in the field with farmers, government agencies, partners, MFIs, off-takers and distributors. The candidate must be willing to work in remote locations and to comply with KickStart's safety and security protocols.

Why Join KickStart International?

This is an opportunity to build partnerships that transform farming livelihoods and to grow with a mission-driven organisation. You will play a visible role in expanding access to irrigation for thousands of farming families in North East Nigeria.

If you are a driven business development professional with passion and determination to grow partnerships while changing lives, we invite you to join us.

Note:

Interested candidates are required to submit their CV and Cover letter quoting the position title on the subject line to

recruitment.nigeria@kickstart.org on or before 6th November 2026.