KickStart

**JOB DESCRIPTION**

# Partnerships and Business Development Officer – Southwest

## KickStart International

**Location:** Ibadan, Oyo 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 Southwest Nigeria. This 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 Southwest Nigeria. The officer will serve as KickStart's representative with state governments, Big International NGOs (BINGOs), microfinance institutions (MFIs), agribusinesses, aggregators and off takers, cooperatives and distributors.

## Key Responsibilities

### 1. Partnership Development and Sales (Core Priority)

- Identify, originate and close partnership and sales opportunities across Southwest 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 decisionmakers in state ministries of agriculture, agricultural development programmes and other relevant agencies across the Southwest 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 Off takers

- Engage agribusinesses, aggregators and off takers 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 Southwest Nigeria.
- **Financing:** Partnerships established with MFIs and the volume of farmer financing facilitated.
- **Market linkages:** Linkages established with agribusinesses, aggregators and off takers.
- **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.
- Relevant postgraduate qualifications are an advantage.

### Essential Experience

- Minimum of 5 years of relevant experience in sales, business development or 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 off takers.
- Proven ability to meet sales targets and manage a pipeline.
- Good knowledge of Southwest Nigeria's agricultural landscape, markets and stakeholders.

### Added Advantages

- Fluency in Yoruba 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 organization; 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 Ibadan and requires extensive travel across Southwest Nigeria and occasionally to other locations. The successful candidate should expect to spend up to 60% of their time in the field with customers, government counterparts, partners and distributors.

## Why Join KickStart International?

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