



# SEED FOR SEEDS (S4S) UGANDA LIMITED

P.O. BOX 295, Entebbe, Tel: +256 414 320342/0778 737611

Email: [seed4seeds@gmail.com](mailto:seed4seeds@gmail.com)

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## EXCITING OPPORTUNITY

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### Background

Seed for Seeds (S4S) Uganda Ltd is a legally registered company limited by guarantee. S4S (U) Ltd operates as a not-for-profit enterprise to produce and market basic seed on a cost recovery basis since this seed class is marginally profitable. The goal of S4S (U) Ltd is to increase food security of farmers through availing sufficient quantities of quality basic seed to guarantee availability of certified and Quality Declared Seed (QDS) of major food crops.

**Job Title:** Business Manager

**Age:** 35 to 45 years

**Report to:** The Chairman Board of Directors, S4S (U) Ltd for administrative functions and to the General Manager NARO Holdings Ltd for business operations.

**Duty Station:** Kigumba Seed Farm, Kiryandongo District

### Job Summary

The sustainability of the seed value chain is dependent on a robust business development portfolio which can create a market outlet for basic seed. The business manager will ensure that the product values are aligned to the consumer and market needs. S/he will oversee the whole business from the planning, to carrying out duties and responsibilities that are needed for the business to be a successful one. The business manager will analyse and figure out strategic marketing options, supervise and mentor the workers of the company. S/he is responsible for annual and multi-annual planning and forecasting seed production and marketing activities.

### Specific roles and responsibilities

1. Responsible for overall administration and management of the company.
2. Oversee the implementation of the company business plan.
3. Preparing business related proposals, plans, reports and other submissions for consideration by the Board.

4. Oversee company finance allocations and ensure adequate and proper utilization and management in all company units.
5. Authorize payments made to staff, casual workers and suppliers in consultation with the General Manager.
6. Bridging and brokering business deals and partnerships with relevant stakeholders.
7. Oversee the design and implementation of the basic seed pre-booking system.
8. Preparing monthly, quarterly and annual reports of the S4S business operations to the Board.
9. Organize and conduct regular meetings with staff.
10. Performing any other duties assigned by General Manager and/or the Board.

### **Qualifications and Experience**

1. A degree in Agricultural economics, marketing, business administration or related field. An advanced degree in a relevant discipline from a recognised University is preferable.
2. 3 + years' experience as a manager in agro-business development, with skills in business analysis.
3. Demonstrated capacity to work with private sector players (financial institutions, exporters, buyers, traders, transporters, input suppliers or processors).
4. Familiarity with commonly used tools for market and sub-sector analysis, and business planning and analysis.
5. Experience in small to medium scale agro-enterprise management.

### **Knowledge and Skills Requirements**

1. Good communication skills, both written and oral.
2. Experience in dealing with suppliers, traders and exporters.
3. Experience in marketing and economics, whether it be for agribusiness or not.
4. Private sector background
5. Ability to lead formulation of strategies and their implementation
6. Ability to plan and organize work programmes
7. Ability to work with minimum supervision

## How to apply

Interested applicants with the above requirements should submit their applications, **addressed to the Chairman Board of Directors, Seed for Seeds Uganda Ltd**, with the following attachments by **email only to: [seed4seeds@gmail.com](mailto:seed4seeds@gmail.com); not later than 5:00 PM on 20<sup>th</sup> November 2020.**

- A letter of expression of interest indicating suitability for the position.
- Detailed curriculum vitae. Please do not attach copies of academic certificates and transcripts. These will be requested at the time of interviews.

Only applications received by email shall be considered. Only shortlisted candidates will be contacted for interviews.