

InspiraFarms Chief Operating Officer

Job Description for recruitment 2019-2020

Keywords:

- COO, cold chain technology, logistics, agribusiness, fresh produce, emerging markets

Chief Operations Officer Job Description

InspiraFarms is a fast-growing technology company delivering first mile cold chain solutions to agribusinesses in emerging markets.

An important commercial opportunity exists to provide technology and services to domestic and export-oriented agribusinesses, particularly in East and Southern Africa, to add value and quality to their produce by investing in on-farm cold chain logistics capabilities.

InspiraFarms supplies cold storage and post-harvest handling facilities to on- and off-grid operations, enables cloud-based remote monitoring and provides long-term financing and pay-per-kilo options to agribusinesses and agri-food buyers in export markets.

The COO role requires a dynamic and experienced professional to bring their expertise to the InspiraFarms C-Suite. As Chief Operating Officer you will oversee the short-term performance and execution of the commercial strategy of the company, as well as supporting the continuous development of key business units ranging from design to procurement, project management and sales and marketing.

At high level, you will oversee supply chain management, project development and execution, and take full account for budget and commercial performance. You will provide leadership to the operational team, developing and executing on operational controls and management systems, ensure effective internal communications among our global team and network of stakeholders, and work with the C-Suite and Board to develop strategy and ensure operational cost-effectiveness.

This role will offer a competitive remuneration package, management autonomy and opportunities to build and develop a dynamic and growing business in emerging markets.

Key Responsibilities of the Chief Operations Officer:

- Developing, implementing and overseeing the operational budget
- Developing organisational capabilities and improvement of systems and resources for project development and delivery
- Developing, together with staff and C level peers, sales, sourcing and delivery strategies
- Developing operational excellence in the design, management and execution of commercial cold chain projects, including sourcing, incoming and outgoing logistics, sourcing, manufacturing, certification and compliance.
- Developing, together with staff and C level peers, new business lines and service models from concept and testing to productization and scale.
- Developing and ensuring the delivery of after-sales services.

- Ensuring continuous operational performance improvement by managing changes to strategy, structure and resources
- Responsible for supplier selection, acquisition, contracting, and management both for procurement and after sales
- Manages sales, design, procurement, logistics, project management and after sales staff
- Development and oversight of ERP systems, performance monitoring and reporting standards
- Ensuring operational adherence to applicable industry practice and
- Responsible for health and safety within the Company and suppliers' compliance
- Responsible for product and projects regulatory compliance to standards, norms and practices in the industry

Who You Are

- A strong leader who thrives in a collaborative commercial environment.
- You are analytical and thorough in your approach to problems and opportunities, and instinctively bring structure to complex situations.
- Whatever the task, you constantly strive for excellence.
- You have a proven track record of driving growth and scale in commercial operations in emerging markets.
- You have a degree in business, finance or technology with 10+ years of experience in a senior operations management role, all of which has been gained in the agriculture, cold chain logistics or technology industry.
- You have at least 5 years of experience based in a relevant emerging market, ideally in Africa.
- You have a strong knowledge and understanding of the agri-food industry.
- You are skilled in organisational development, IT systems, personnel management, budget and resource management and strategic planning.
- You have strong business and commercial acumen with track record in dealing with B2B customers and supply chain partners.
- You have strong inter-personal communication skills, public speaking experience and an ability to lead and influence at an executive level.
- Desirable: A Master's degree in supply chain, finance, business or engineering
- An ability and willingness to travel or relocate as required for the successful execution of the job will be important.

Job location: Nairobi preferred. Johannesburg, Perugia, London possible.

Remuneration package: Available upon request.

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