

# WE ARE HIRING

## RAW MATERIAL SOURCING MANAGER

In 2017, Koa had a brilliant idea of how to contribute to sustainable growth in rural Ghana. The Ghanaian-Swiss start-up was born from a sophisticated concept, innovative processes and a lot of passion. Koa is the first cocoa fruit processor in West Africa and makes use of the pulp of the cocoa pods, thus reducing food waste and enabling Ghanaian cocoa farmers to earn an additional income. Koa's first factory has a capacity of 300 tons and the second factory has 2,500 tons. Today, over 100 employees in Ghana and Switzerland dedicate themselves to the growth of Koa to boost value creation in the cocoa-growing regions and to develop innovative and pioneering processes. Are you passionate about social impact? Join the Koa team now.

### LET'S SUM IT UP!

The Raw Material Sourcing Manager is responsible for utilising the learnings and experience in Community entry, training and farm supervision to envision a more pragmatic solution to solve the challenging and ever-dynamic farmer management concept. It is his/her responsibility to continuously maintain, improve and optimise the sourcing concept and develop solutions for newly arising challenges in cooperation with the Agro Service department in the Operations Business Unit.

### RESPONSIBILITIES

#### Training and Contracts

- Ensure all farmers contracted with Koa are trained
- Train, review and identify training potential for the farmers
- Train and manage of Raw Material Sourcing team
- Develop and maintain training materials in collaboration with Agro Services, QA and R&D

#### Farmer Management

- Liaise with community leaders for entry and participation of farmers
- Assist in developing and maintaining commercial relationships with farmers
- Liaise with I.T to obtain, update and maintain farmer master data for sourcing operations
- Assist in Designing and maintaining route planning in raw material sourcing

#### Raw Material Evacuation & Transport

- Coordinate the movement of respective raw material from the farm to the respective place of primary processing and respective return to the farmers

- Ensure the most efficient route planning and utilization of the existing farmer base for accessibility of raw material
- Coordinate the transportation of respective personnel and materials to the farmers for raw material sourcing activities

#### Stakeholder Operations

- Coordinate with IT and Agro Services on community and farm mapping of farmers within the operative region
- Coordinate with Agro Services and QA on organic cocoa sourcing
- Coordinate with Agro Services on-farm management and certifications for CFI

#### Reporting and Budgeting

- Assist in annual budget proposal of Raw material operations (incl. raw material)
- Report on all Raw Material Sourcing operations to the Snr Sourcing Manager and ensure operations within the approved budget (incl. raw material)

#### Production Management

- Farmer and community organization/ coordination for raw material

# REPORTING

The Raw Material Sourcing Manager reports to the Senior Sourcing Manager

# JOB REQUIREMENT

## ACADEMIC QUALIFICATION

- Bachelor's qualification in Science, Agribusiness or Economics with at least 5 years experience in Product Sourcing operations

## WORK EXPERIENCE

- Good understanding of risk management in cocoa production and trading
- Proven sourcing experience

## COMPETENCE AND SKILLS

- Communication
- Project management
- Decision making and analysis
- Well-organised and accurate
- Fluency in both verbal and written English and Twi
- Skills in developing field reports
- Conceptual field and community entry skills
- General consulting skills
- Good analytical and numerical skills with attention to detail.
- Good working knowledge of Microsoft Office applications, especially Excel



Interested applicants should send their resume with the job title as the subject to [careers.gh@koa-impact.com](mailto:careers.gh@koa-impact.com) not later than **26th April 2024**. Early applications are preferred. The targeted starting date is **1st July 2024**, job Location is **Akim Achiasse** in the Eastern Region of Ghana.

**KOA**

Certified



Corporation