

# WE'RE HIRING!



## We are looking for a Business Development Associate - Export

Reporting to : General Manager

Magana/Regen | Full Time

### Job Areas:

- Competitive landscape mapping in new markets - East Africa, MENA, Europe, and USA - including financial and strategic assessments.
- Scoping logistics processes & partners - optimization, duties, etc.
- Developing Costing tools and analysis— landed cost, RRP in new markets.
- Distributor evaluation - margins, performance metrics, standardized contracts.
- Product performance mapping — looking at best sellers across our 100 SKUs and assessing product-market fit and pricing in new markets.
- Networking and researching - online, and phone calls/meetings to build relationships and insights to address critical questions.

### Technical Skills:

- Expert in Google Suite (Sheets, Slides, Docs).
- Expert in data analysis and financial planning concepts in excel, building financial models a plus - Google Sheets/Excel.
- Proficient in creating Slides/Decks for business presentations.
- Experience in e-commerce, manufacturing, and distribution a plus.
- Excellent research skills.
- Good phone and interpersonal skills to set up interviews, meetings with clear agendas, note taking for actions/recommendations.
- Writing for a business audience - clear, concise, recommendation-focused writing (not academic style) for decision-makers.

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### Soft Skills

- Highly organized - can use tools systematically, and accurately. Can track open action items and tasks and stick to deadlines.
- Proactive communicator - pushing updates to team members' needs, and clearly outlining plans, decision points. Using correct mediums (what's app, phone call, email, task software).
- Problem Solver - proactively identifying issues or challenges, and quickly developing potential solutions to drive decision-making.
- GSD - Get Stuff Done - efficiently manages time and can prioritize between many competing priorities sometimes with little oversight.