

Recruitment Requirements

Agriculture Drone Business Specialist (Tanzania)

Position:

Agriculture Drone Business Specialist

SORA Technology is building "infrastructure to protect lives from the sky." We utilize drones and AI to solve critical issues such as malaria control, last-mile delivery, and disaster prediction, especially in underserved regions of Africa and Asia.

Details here: <https://sora-technology.com/>

Position Overview:

The Agriculture Drone Business Specialist (Tanzania) will spearhead the expansion of SORA Technology's drone-based agricultural services across the country. This role combines strategic business development with hands-on field engagement, driving adoption of innovative drone solutions among farms, cooperatives, and agribusinesses.

The successful candidate will lead local market promotion, identify and secure new partnerships, and strengthen long-term relationships with key stakeholders in the agricultural ecosystem. Working closely with the Agriculture Business Strategy Development Team inside SORA Technology, they will translate market insights into actionable strategies to optimize service delivery, pricing, and customer experience.

This position requires a dynamic and entrepreneurial professional who thrives in fast-paced environments, can bridge business strategy with on-the-ground operations, and is passionate about leveraging technology to transform agriculture in Tanzania.

Key Responsibilities:

- Lead the promotion and business expansion of SORA's drone-based agricultural services in Tanzania.
- Proactively identify, pursue, and secure new business opportunities with farms, cooperatives, agribusinesses, and development partners.
- Conduct regular field visits to farms and plantations to demonstrate solutions, build trust, and close deals.
- Establish and maintain strong client relationships to ensure repeat engagement and long-term partnerships.
- Develop and execute local go-to-market strategies aligned with the Agriculture Business Strategy Development Team.
- Provide market intelligence and customer insights to improve service design, pricing, and delivery models.
- Serve as a liaison between SORA's technology and government of Tanzania
- May occasionally be requested to support field data collection or oversee end-to-end service delivery (from data acquisition to analysis and reporting).

Required Skills and Experience:

- Bachelor's degree in Business, Agriculture, Agribusiness, Environmental Science, Engineering, or a related field.

- Minimum 5 years of business experience in agriculture, agritech, or related service industries, preferably in sales, business development, government relations, or partnership management roles.
- Demonstrated track record of achieving sales targets or expanding client portfolios in the agriculture sector.
- Strong understanding of agricultural service delivery models and/or drone-based applications.
- Excellent negotiation, presentation, and communication skills with the ability to convey value propositions effectively.
- Self-motivated, results-oriented, and capable of working independently in fast-moving environments.
- Willingness and ability to travel frequently to rural areas to meet customers and drive business growth.
- Some level of experience in the import and export of agricultural drones
- Drone pilot license certified as a drone operator in Tanzania.
- Fluency in English and Swahili.

Desired Candidate Profile:

- Experience linking business operations with field-level execution and customer engagement.
- Familiarity with precision agriculture, digital farming, or technology-driven rural services.
- Ability to analyze and interpret basic data or operational metrics for client communication.
- Entrepreneurial mindset with a passion for scaling innovative agricultural solutions.
- Always positive and cheerful
- Excellent communication skills
- Proactive with a strong sense of ownership
- Able to undertake long-term business trips domestically and internationally
- Understands and accepts diverse cultures and values

Employment Classification:

Contractor

Probationary Period:

3 months

Age:

Young, ambitious, and quick learners are welcome

Salary:

Negotiable

Work Location:

Tanzania

Reporting Line:

Vice CEO and Business Team Lead/R&D Lead, etc.

Commitment to SDGs:

In advancing projects, you will interact with people of various nationalities and backgrounds. As our business has high sustainability and social impact, we welcome individuals who are environmentally conscious and can act with the SDGs in mind in their daily work.



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<https://sora-technology.com/>

Apply here:

<https://forms.gle/MyMguu4pYBhfR48p9>