



## Field Coordinator at **KHETHWORKS**

### About Khethworks

At Khethworks, our mission is to enable smallholder farmers to grow more, earn more and provide more for their families and communities. We make efficient and portable solar-powered irrigation systems that enable our customers to farm year-round. Khethworks was founded in 2015 at the Massachusetts Institute of Technology (MIT) in the United States, where we developed the underlying technology. Based in India since January 2016, we are currently a small but hard-working team of 6 with our head office in Pune and our regional office in Ranchi. We are a venture-funded social enterprise backed by Social Alpha, an initiative of the Tata Trusts; by Sangam Ventures; and by Volo Foundation (United States). Khethworks has won grants from United Nations Industrial Development Organization (UNIDO), NITI Aayog's Atal New India Challenge, and MIT's Delta V. We have been featured in publications such as CNN, Wired, Ogunte – For Impact Women, and MIT Technology Review magazine, and we were finalists for the Design Impact Awards and ISHOW India.

### Description

In this position you will be working with Khethworks's field operations team across different blocks of Jharkhand to launch our new solar pump product, build a local ecosystem of stakeholders, and develop relationships with our customers--smallholder farmers.

Your responsibilities will include:

1. Organizing and conducting marketing activities such as demonstrations of the product.
2. Managing different block-level operations in Jharkhand and providing ground-level feedback and insights to the Khetworks's regional office based in Ranchi.
3. Conducting surveys and collecting data from farmers and customers in their fields.
4. Efficiently managing local stakeholder network and partnerships, primarily at the block and gram panchayat (GP) level.
5. Identifying potential customer geographies and engaging in promotion and sales activities involving the product.

Your work will also involve travel to different blocks and rural areas in and around Jharkhand reporting to the Khethworks field team and engaging directly with small-acreage farmers and partner organizations.

### Qualifications

*Required:*

- Experience with agriculture and livelihood work
- Currently located in Jharkhand
- Customer service attitude
- Can start within next 15 days
- Diploma (or higher) -- can be 10+2 or graduation

- 2+ years of relevant work experience with rural development organizations, preferably in Jharkhand
- Basic computer knowledge

*Preferred:*

- Experience with sales
- Good understanding of rural communities of Jharkhand.
- Preferably fluent in local language(s) like Sadri, Mundari etc.
- Ability to manage partnerships and stakeholder networks.
- Be able to make frequent travel to different parts of Jharkhand, probably by scooter or motorcycle.

### **Location**

Different blocks of Jharkhand (Ranchi, Gumla and Khunti Districts)

### **Salary range**

Compensation commensurate with experience and qualifications.

### **How to apply & application timeline**

Please send your CV to [careers@khethworks.com](mailto:careers@khethworks.com) with the subject line [Coordinator] YOUR NAME.