

Coffee Sales Director & Partnership Advisor

This is a part-time/fractional, remote position.

About Cosecha Partners

Cosecha Partners is a pioneering social business that catalyzes regenerative agriculture and market inclusion for smallholder farmers in marginalized communities across Central America.

Cosecha Partners was founded in 2013 and today we work alongside more than 8,000 coffee and cacao farmers in Nicaragua and Guatemala. Through an innovative outreach program, we deploy social, intellectual, and financial capital in long-term partnership with participating farmers to increase productivity, improve quality, and promote climate-smart land management. Commercially, our work involves sourcing from participating farmers, processing, and exporting to customers in North America and Europe. In 2023, through our grower outreach program, we certified nearly 600 acres of organic and regenerative organic (ROC) production and helped our farmers increase their seasonal household income by an average of 82% over the preceding 24-month period.

By supporting smallholder farmers to produce the highest-quality organic and specialty coffee and bringing that coffee to market in a way that is transparent and equitable, we are cultivating our vision for a more inclusive, regenerative food system.

About this Role

We are seeking a part-time sales director & partnership advisor to lead our green coffee sales efforts and provide strategy and technical support to our partners. The ideal candidate will have a proven track record of building and managing relationships with key accounts, including buyers of organic, fair-trade and/or ROC coffee. This individual will identify market opportunities and provide recommendations to improve market access for participating coffee farmers.

What you will do

- Build strong relationships with green coffee importers and roasters to drive sales and facilitate meaningful market access for smallholder farmers.
- Proactively identify and pursue new business opportunities to expand customer base.
- Develop partnership opportunities with mission-aligned brands to leverage resources toward technical assistance activities at origin.
- Collaborate with cross-functional teams to develop effective strategies to meet sales targets.
- Stay up-to-date on industry trends, market conditions, and the competitive landscape to identify and pursue growth opportunities.

What you have

- Minimum of 5 years of experience in sales, account management or business development roles within the specialty coffee industry.
- Proven track record of building and managing relationships with key accounts.
- Deep understanding of the specialty coffee market landscape, including knowledge of competitive dynamics, customer preferences and industry trends.
- Strong entrepreneurial spirit with an ability to drive strategy and growth while working independently.
- Knowledge of and experience in Central America is a bonus.

Application Process

Applicants should submit the following documents to Cosecha Partners (info@cosechapartners.com) with the email subject header "Coffee Sales Director":

- Resume
- Cover letter addressing interest and suitability for the position

Applications will be reviewed and interviews will be conducted on a rolling basis until the position is filled. Applicants are strongly encouraged to apply **before July 5th**.