



Terms of Reference: Tea, Herbs, & Spice Trader Consultant

About Kazi Yetu: Kazi Yetu is an agri-business that manufactures products that target the local and export markets. Our first brand, Tanzania Tea Collection, includes blended, packed, labeled tea infusions. We operate a tea blending and packing facility that produces 30,000 pyramid tea bags per day with 8 different tea blends and 16 different teas, herbs, and spices. Our factory includes 15 workers for operations, sales, processing, and packaging. We are sourcing from farmers in Tanga, Kilimanjaro, Morogoro, and Zanzibar, including smallholder farmers, cooperatives, companies, and processors.

About the Role: The Trader will drive Kazi Yetu's efforts to increase the trade of bulk teas, herbs, spices, and other crops through increasing market opportunities with bulk buyers and agents in South Asia, the Middle East, Europe, and North America. The Trader will develop a bulk and contract manufacturing/co-packing catalogue for Kazi Yetu, with the sourcing support of our Supply Chain Coordinator. The Trader's main role is to liaise with a network of buyers and represent Kazi Yetu as a go-to trader and contractor.

Location: Dar es Salaam, Tanzania, with some travel to farms, and potentially travel to international trade fairs

Timeframe: July 1 (or sooner) to October 1, 2023

Responsibilities:

- Develop a network of potential buyers and agents in the target regions (India, Pakistan, Middle East, China, Turkey, Europe, North America) with key contact information
- Develop a professional catalogue of Kazi Yetu, including crops available to trade and contract manufacturing options and capacities for pyramid tea bag production
- Review samples of KY suppliers' and farmers' products and advise on quality improvement for marketing requirements
- Estimate projections of traded goods (both bulk and contract manufacturing) based on market research and market consultations
- Establish guidelines for trade on behalf of Kazi Yetu, including terms and conditions, logistics, packing requirements
- Engage buyers and agents to generate orders; send samples, follow up, collect feedback, secure deals
- Represent Kazi Yetu in local, regional and international trade fairs for bulk goods and contract manufacturing
- Identify quality control requirements and testing requirements; facilitate testing
- Undertake Orthodox Tea Cost analysis & Market Forecasting
- Marketing Plan for Orthodox: tea schools, specialty tea shops, specialty companies, expos, cost of marketing
- Other related activities as needed

Qualifications & Criteria:

- At least 5 years of experience in trade of specialty tea, spices, herbs, and other related crops; understanding of tea grades, spice varieties and grades
- Existing network of buyers and agents around the world
- Experience in bulk trade and/or contract manufacturing/co-packing
- Positive attitude, strong customer relations, well organized
- Min. Bachelor's degree in agriculture, marketing, business, and similar fields

If you're interested please send your CV and any relevant background information to tahira@kazi-yetu.com