



Kamal Kisan
Simple Solutions for Smart Farmers

Muniswamy is a 5th generation farmer who owns 3 Acres of land in Mysore, Karnataka. Deteriorating market conditions over the years have forced him to send his sons away to the city to support the family; Desperation due to losses in the past few seasons are forcing him to sell his ancestral farmlands. 98 million small and marginal farmers of India are affected by these same challenges. With tens of thousands farmers moving away from agriculture, the World Bank predicts that India will face a serious food security crisis by 2020. Kamal Kisan has been set up to solve some of these challenges.

At [Kamal Kisan](#) we work towards making small farmers of India more profitable & productive through smart mechanization solutions. Kamal Kisan is a for-profit social enterprise established in 2013 and is incubated with IIT Madras & Villgro innovation foundation. With two products launched in the market, the manual mulch layer and sugar cane planter, Kamal Kisan is all set to capture the market and take on the next set of milestones. We invite you to be a part of our growth story and shape the future of India's farmers.

About me: After graduating with a Bachelor's Degree from Drexel University in 2008, I returned to India to work with my family business in sheet metal fabrications. I lead product development and later on business development teams. During an Entrepreneurship program at IIM Bangalore the desire to build a company that impacts the BOP by creating value was instilled in me. Meeting several farmers and repeatedly hearing the pleas for relevant mechanization was a challenging proposition that kept me up at nights and persuaded me to start Kamal Kisan in 2013.

To apply for either of the roles below, mail your cover letter & CV to devi@kamalkisan.com

Role: Business Development Head

Kamal Kisan is at a stage where we have exciting products to launch, new markets to explore and relationships to build. As the head of Business Development, you will be given the opportunity to set the course on how this company is perceived by its customers and channel partners. You will have the opportunity to build the company's strategy and team for marketing, distribution & post sales service. You will get a chance to explore rural India and interact with the charming farmers of India.

Responsibilities:

- Build sales & marketing team to promote products
- Develop customer acquisition strategy
- Identify and develop distribution channels for our products
- Work with distributors to train & develop teams for post sales service

Skills & Competencies:

You need to be an entrepreneurial candidate, who is able to inspire teams and chart the future of the company with the Founder-CEO. A passion to create a better future for India's farmers will be essential to succeed.

Key Skills and Requirements:

- Minimum of 10 Years of relevant work experience
- Fluent in written and spoken English and Kannada (knowledge of Tamil, Telugu and Hindi highly desirable)
- Willingness to travel to rural areas across south India on a regular basis
- Has had exposure to or is interested in agriculture

Relationship:

You will be working closely with the CEO to understand the products and target markets. You will have access to all stakeholders of the company and be a part of the management team. You will represent the company in various public platforms. Most of your time will be spent with customers, field executives & channel partners.

Benefits:

- Location is flexible within Karnataka with monthly reporting to Bangalore
- Salary will be based on skills and work experience of the candidate.
- Potential for equity earning based on performance
- Travel & Accommodation costs will be covered by the company

Role: Product Design Director

Kamal Kisan's core value proposition lies in the innovative products we develop for our customers. As the Director of Product Design you will identify customer needs and formulate unique products that will deliver value for India's small farmers. You will have the opportunity to build and lead a team to help you design, develop and manufacture these products.

Responsibilities:

- Understand customer needs and translate them in to effective design solutions
- Convert design concepts to mechanical models for prototyping & manufacturing
- Provide guidance and hands on support to the design team in order to build prototypes
- Co-ordinate with service providers and suppliers for prototype builds
- Supervise team of Trainees and shop floor staff for prototyping & manufacturing

Candidate:

At Kamal Kisan, attitude ranks above skills and qualification. We are looking for a compassionate person who has the drive and enthusiasm to create solutions for the farming community.

- Minimum of 10 Years of work experience in product development
- Creative thinker who is able to develop/adopt innovative design solutions.
- Mission driven and passionate to create value
- Skilled in CAD software for designing such as Solidworks /Catia /Autocad
- A person who is skilled in concepts of mechanical design and is able to implement them in designing of products.
- Has designed, developed and launched products in the past
- Possesses project management skills
- Must be able to work with young interns/trainees to train and lead them.
- Is able to work under pressure and with tight deadlines.

Relationship:

You will be working closely with the CEO to develop the products and understand the target markets. A team of designers, toolmakers and fitters will support you in product development. You will have access to all stakeholders of the company and be a part of the management team. You will represent the company in various public platforms. You will be located primarily in Bangalore with travel to rural areas for product research and testing.

Benefits:

- Salary offered will be based on skills and work experience of the candidate.
- Potential for equity earning based on performance