



Kuli Kuli Business Development Fellowship

Kuli Kuli is a rapidly growing startup at the intersection of consumer packaged goods (CPG) and social good. We are creating an international market for *Moringa oleifera* to improve the livelihoods and health of women in West Africa. We sell nutritional bars and supplement powders made with moringa sustainably sourced from African women's cooperatives. Our products are carried in over 200 grocery stores and sold online at kulikulifoods.com. Kuli Kuli's mission is to create a world where everyone has access to nutritious sources of food and malnutrition only exists in history books. We've been featured on [MSNBC](#), [NBC](#) and in [Fast Company](#) for our unique products and compelling social mission. Kuli Kuli has been named one of the top food startups of 2014 and one of the top startups that are changing the world.

We are looking for a Business Development Fellow with a passion for sales and social change to help us grow our company and cause. Through strategic work with our network of Brand Ambassadors, sales reps and distributors, you'll help us scale up our business and deepen our impact. This position presents an unprecedented learning opportunity to gain first-hand experience in sales and business development while being able to shape the trajectory of a high-growth food startup.

Responsibilities

- Collaborate with our team to build an aggressive sales growth strategy and expand into new channels (yoga, gyms, juice chains)
- Perform samplings/demonstrations across the Bay Area
- Educate customers and store teams on our unique product and inspiring social mission
- Build relationships with buyers through in-store visits, phone calls and emails
- Track and report store sales on a weekly basis
- Help manage our Brand Ambassadors, sales reps and distributors to grow our store presence and ensure produce movement

Required Skills/Experience

- Unshakable positivity
- An undying love of spreadsheets
- Passion for sustainability, health, entrepreneurship and global development
- Self starter and problem solver
- Sales experience preferred
- A personal car is needed for this position



Hours & Compensation

Small stipends will be provided to qualified full-time candidates with a minimum three month commitment for the summer fellowship and four month commitment for fall and spring. Start and end dates are flexible for those in graduate or undergraduate programs. All work travel will be reimbursed. The position is based in our dynamic co-working space near the beautiful waterfront of Jack London Square in Oakland, CA. Perks include morning yoga, unlimited snacks and regular team outings via kayak and paddle board. Based on performance, a full-time offer is possible at the end of the fellowship.

Application Instructions

Email your resume and cover letter to hello@kulikulifoods.com with your name and the position in the subject line like this, "Wangari Maathai for Business Development Fellowship." Applications will be reviewed three times per year on the following cycle:

- Spring Fellowship (Jan 5th - June 1st), Apply by December 1st
- Summer Fellowship (May 25th - Sept 25th), Apply by March 31st
- Fall Fellowship (Sept 14th - Jan 15th), Apply by May 31st