



JOB TITLE: Coffee Sales & Marketing Coordinator/Manager

Location: Nicaragua, based in Matagalpa or Managua

Position type: Full-time

Reports to: CEO/Director

About Cosecha

Cosecha builds regenerative supply chains for high-value agricultural products in Central America. We work with smallholder farmers in Nicaragua and Guatemala to produce, source, process, and export organic and specialty coffee, while investing in the field systems, quality management, traceability, and commercial relationships needed to serve demanding buyers in North America and Europe.

Our model integrates farmer support, regenerative production, digital extension and market access. Today, coffee is our core business, with emerging opportunities in macadamia and other agroforestry products that can strengthen farmer livelihoods and expand Cosecha's commercial platform.

About this Role

We are seeking a Coffee Sales & Marketing Coordinator/Manager to drive revenue growth, strengthen customer relationships, and support the next stage of Cosecha's commercial development. This role will focus primarily on green coffee sales, account management, CRM discipline, marketing, buyer communications, and coordination across sourcing, quality, logistics, finance, and field teams. The role will also support the development of Cosecha's emerging macadamia business.

The ideal candidate will bring strong coffee market knowledge, commercial judgment, follow-through, and the ability to move between buyer conversations, pricing, samples, contracts, internal coordination, and customer-facing storytelling. This person should be able to build relationships, negotiate effectively, manage details, and help ensure that Cosecha delivers commercially while protecting quality, reliability, and margins.

What you will do

- Drive sales growth for Cosecha's organic, specialty, regenerative, and traceable coffee offerings.
- Build and manage relationships with roasters, importers, traders, and mission-aligned brands.
- Identify new business opportunities across small, mid-sized, and larger buyer segments.



- Manage account follow-up, samples, offers, negotiations, contracts, and buyer communications.
- Support pricing discipline and help deliver against margin expectations.
- Maintain customer, lead, and opportunity records in HubSpot or other CRM systems. Strengthen sales processes, including pipeline tracking and follow-up.
- Coordinate across sourcing, quality, logistics, finance, and field teams to ensure strong commercial execution.
- Support market development for macadamia, including buyer research, outreach, positioning, and early commercial strategy.
- Strengthen Cosecha's marketing and positioning through buyer messaging, newsletters, website content, social media, origin storytelling, and event representation.
- Responsible for supporting revenue growth, strengthening customer retention, and expanding the commercial pipeline and prospective client portfolio.
- Knowledge of export operations, contract management, Incoterms, and international shipping processes for coffee and, in the future, macadamia products.

What you have

- Experience in coffee sales, account management, trading, and/or exporting.
- Strong understanding of specialty coffee markets, buyer expectations, quality, pricing, and relationship management.
- Proven ability to build customer relationships, negotiate, and follow through.
- Strong organizational skills and comfort using CRM systems and sales tools.
- Ability to coordinate across teams and represent Cosecha professionally.
- Strong communication skills in Spanish and English.
- Familiarity with certifications, sustainability standards, and regenerative agriculture.
- Entrepreneurial mindset and interest in emerging products such as macadamia.

Application Process:

In the work experience section, your resume should highlight only the key measurable achievements of your leadership in each of your previous positions, avoiding descriptions of processes.

If you are interested, please send your resume preferably by October 13, 2026, to hr@cosecha.com. However, the application period will remain open until we find the right candidate for the vacant position.

Once the process is complete, we will announce all filled positions on LinkedIn or COSECHA's social media channels.