



### 1. Founder/CEO (Habibu Ayuba Abuta Aboro)

- Role: Provides overall vision, strategic leadership, secures high-level partnerships and funding (e.g., with NASENI), and represents the company.
- Key Proposal Focus: Your biography and direct involvement in technical innovation and farmer community engagement are crucial for the proposal.

### 2. Chief Operating Officer (COO)

- Role: Manages day-to-day operations, oversees department heads, ensures project execution aligns with goals, and manages budgets and timelines.
- Proposal Relevance: Demonstrates operational competence and a plan for scaling the solution.

### 3. Technical & Engineering Department

- Lead Engineer: Designs and optimizes the integrated solar, irrigation, and cold storage systems. Leads R&D, quality control, and technical documentation.
- Solar & Installation Technicians: Execute installations, maintenance, and repairs in the field.
- Why it's Critical: Showcases hardware innovation capability, which is central to NASENI's mandate. It proves you can build, maintain, and improve your technology.

### 4. Farm Operations & Client Relations Department

- Field Operations Manager: Manages deployment schedules, site assessments, and logistics for multiple farmer communities.
- Farmer Liaison Officers/Training Specialists: The direct link to farmers. They provide training, gather feedback, and ensure the technology is used effectively.

- Why it's Critical: Demonstrates on-the-ground impact and adoption strategy. It shows you understand the end-user and can achieve the project's social goals.

## 5. Business Development & Partnerships Department

- Business Development Manager: Develops sales strategies, service models (e.g., lease-to-own), and explores new markets.
- Partnership Coordinator: Manages relationships with key stakeholders like NASENI, agricultural cooperatives, state ministries, and grant organizations.
- Why it's Critical: Highlights commercial sustainability and ecosystem integration. It shows you have a plan to grow beyond grant funding and work within Nigeria's agricultural support system.