



Keroche Breweries Limited

Keroche Breweries Limited is one of the largest breweries in Kenya with a vibrant product range including beers, spirits and wines. Its major brands include Summit Lager and Summit Malt in the beer category as well as Viena and Crescent in the spirits category. The company also distributes a broad range of wines that includes the popular Valley Wines.

Keroche celebrates 20 years this year and would like to deepen and expand its business relationship across Kenya by recruiting additional distributors for its brands to complement the existing distributors.

We are seeking to recruit distributors across Kenya; in Nairobi, Central and Eastern, Coast, Western, Nyanza, and in South and North Rift who meet the following requirements;

NAIROBI and its Environs

a) Working Capital:

- Raise initial working capital in cash of Kshs 10-15 Million, rising to Kshs 20 million in 6-12 Months
- This working capital must be maintained in the business at all times
- Bank guarantee of similar amount

b) Infrastructure:

- Office and Main Warehouse that can hold a minimum of 5,000 cases
- 2 computers and a printer
- Willingness to invest in a functional accounting system

c) Vehicles:

- One (1) 5-7 ton Truck
- Two (2) 3 ton Trucks
- Three (3) 1 Ton Pick Ups
- Three (3) to five (5) 3 Wheelers

d) Staffing

- Manager
- Professional sales persons



- Van Sales persons
 - Computer literate Qualified Accountant
- e) Other Terms
- Willingness to comply with policies, regulations, guidelines and procedures that the company will establish from time to time.

The Rest of the Country

- a) Working Capital:
- Raise initial working capital in cash of Kshs 5-10 million rising to Kshs 15 Million in 6-12 Months
 - This working capital must be maintained in the business at all times
 - Bank guarantee of similar amount
- b) Infrastructure:
- Office and Main Warehouse that can hold a minimum of 3,000 cases but this will vary according to areas and
 - 2 computers and a printer
 - Willingness to invest in a functional accounting system
- c) Vehicles:
- | | |
|------------------|----------------|
| • One (1) | 5 ton Truck |
| • One- Two (1-2) | 3 ton Trucks |
| • Three (3) | 1 Ton Pick Ups |
| • Three (3) | 3 Wheelers |
- d) Staffing
- Manager
 - Two professional sales persons
 - Van Sales Drivers
 - One qualified Accountant (or) Assistant Accountant
- e) Other Terms
- Willingness to comply with policies, regulations, guidelines and procedures that the company will establish from time to time.



Interested applicants are required to clearly state their area of interest, including detailed geographical boundaries.

Interested applicants should send their comprehensive applications including:

1. Application letter that clearly states the sales area of interest. The letter should also indicate your current business and provide:
 - Details of the company and profiles of the company's directors, their current businesses and other occupation
 - Willingness to share on a confidential non-disclosure agreement basis relevant financial and asset details at the right time
2. A copy of certificate of incorporation, current CR12, VAT and PIN certificates
3. Proof of ownership of vehicles or willingness to purchase or lease the same

Existing distributors are also encouraged to apply. Please note that the requirements outlined above may be changed at the discretion of the company and also on the basis of distribution area of choice. Applications in enclosed envelopes should be addressed to:

The Managing Director
Keroche Breweries Limited
P. O. Box 6 Naivasha, Kenya
Tel: 0722920989

Queries and soft copy applications can be emailed to:
distributors@kerochebreweries.com and copied to pa.md@kerochebreweries.com

Application deadline is Wednesday, 24th October 2018

Only shortlisted candidates will be contacted