



## EAF BOARD MEMBER PROFILE

### About EAF

EAF is a tech-driven distribution business in Tanzania that connects smallholder farmers directly to buyers using resources and services necessary to transport, store, process and distribute value added produce to formal and informal retailers. The business has been built to benefit both farmers and buyers, and to reduce the inefficiencies that lead to post-harvest losses. For smallholder farmers, working with EAF helps them to achieve a higher, more consistent income, and provides them with support and training on farming techniques hence increasing their yield quantity and quality. For buyers, EAF offers convenience, reliability, better margins and transparency by providing high-quality produce through direct delivery.

EAF is looking to develop an in-house technology solution to manage all parts of the value chain from farm to customer improving supply and demand management on a single platform with increased transparency and better efficiencies in the overall process leading to faster business growth.

### Why do you want to be on the board?

EAF's disruptive model stands to revolutionize inefficiencies present in the African market. With a potential to tap into more than 20 countries in Africa, the company has a strong vision, focus and ambition to increase farmers'/buyers' incomes while eliminating food waste.

As a fast growing agri-tech business in the food value chain in Africa, your skills and experience will make a valuable impact to EAF hence touching lives of both suppliers and retailers of produce in the continent.

### Key strengths for the Board Member Profile:

- **Must Possess Technological Expertise**  
The board member will be expected to provide oversight on the Company's technology programs ensuring that they support the Company's business objectives and strategies as well as providing guidance to the Company's senior technology management team on technology-related matters.
- **Experience:**  
The board member should have experience with both managing people and guiding technical strategy. Technical discipline, after all, comes from seeing projects through and learning from successes and failures. They should have experience managing people as well as the process.
- **Visionary and Driven to Achieve Market Success.**  
The board member should be strategic, analytical, forward-looking, and constantly alert to new trends that will drive the company forward.



- **Communication Skills**  
Must be able to explain technical concepts to non-technical people within the organization, including the CEO and other board members, as well as employees across departments.
- **Must Be Entrepreneurial**  
Being able to work to achieve high-level business goals is a vital skill
- **Fundraising**  
The board profile needs a proven track record of successful fundraising from Series A to Venture rounds and beyond. Contributing to EAF's multi-year strategic plan and setting fundraising goals and approaches, including but not limited to introductions to potential investors.
- **Big-Picture Thinking**  
Evaluating how technology can be used by EAF to create new business models and lines. The board member should work closely with the CTO looking at competitors' attempts to use technology and decide how EAF will use technology to disrupt markets. In order to truly disrupt markets, the board member needs to have truly disruptive ideas.

**Key Attributes:**

- 5+ years of board experience
- Startup experience either through direct work experience or Board position
- Fundraising experience
- Willing to commit at least 3 hours per month
- Former or current CTO or CIO at successful information-intensive company or similar role with large information-technology commands
- Senior consulting and private equity partner with deep cross-industry expertise in enterprise technology
- Experience working in the food or logistics industries is an added advantage