An impact business platform.

We collaborate and connect to create sustainable impact and value for our stakeholders.

RRG Solutions Mexico is a mission-driven impact business platform that creates value by facilitating exchanges between two or more interdependent groups with shared interest in profit and sustainability.
RRG Solutions Mexico is building an ecosystem that places smallholder farmers and sustainability at the center of the Mexican agriculture revolution.

RRG Solutions is a 50/50 partnership between RRG Capital Management and S2G Ventures. It is a mission-driven company that aims to improve the sustainability of the global food system. The company seeks to promote economic development, regenerative agricultural practices, gastronomic and cultural rescue, and generate financial returns through its assets; by promoting vertical integration between producers and off takers through added-value services, RRG Solutions unlocks economic and impact value across supply chains.
(Re)connect the dots

At Solutions Mexico we are building an ecosystem that places small-holder farmers and sustainability at the center of the Mexican agriculture revolution.

From seed to shelf

Traditional agribusiness focuses on profit above all else. For us, it's the other way around. We start at the farm and build from there. Through this seed-to-shelf approach, we continue to identify innovative opportunities to drive positive impact while creating value for all stakeholders.
Proyecto Hijuelo

RRG Solutions Mexico has been incubating a subsidiary company called “Proyecto Hijuelo” for the past 15 months. The company is the first large-scale and impact-driven agave platform that is supplying the growing mezcal industry.
Raising the standard in agave.

Agave production in Oaxaca is growing significantly due to the mezcal industry demand. High demand is leading to negative outcomes such as deforestation and monocropping practices; low income for small producers, rural poverty, and migration; as well as significant price volatility for agave.

Proyecto Hijuelo is developing a resilient and integrated agave supply chain; using a market-based approach to reduce deforestation and land degradation, as well as promote soil carbon sequestration. Central to this vision is ensuring fair access to markets with sustainable agave and reliable income to smallholder farmers and improve food security for their families and development for the communities.

RRG Solutions México
Managing Director Role

Proyecto Hijuelo is currently looking for a strongly self-driven, values-aligned, passionate leader who cares deeply about making a positive impact in the agriculture industry through a financially self-sustaining business model operation. The Managing Director must have experience managing complex organizations and leading the strategic direction of an organization and would ideally have some experience in the agriculture (or related) industry. You will have the overall responsibility for creating, planning, implementing, and integrating the strategic direction of the organization, as well as overseeing the daily execution of the company’s activities. This includes responsibility across all the departments including financial, agronomic, impact and commercial side of the company. The Managing Director will ensure that the organization’s leadership maintains constant awareness of both the external and internal competitive landscape, opportunities for expansion, markets, new industry developments and standards.

**Key Responsibilities:**
- Prepare a strategic plan and annual budget for approval by the board;
- Supply regular reports to the board and attend relevant governance body meetings
- Build an effective working relationship with the steering and operational committee
- Establish and monitor key indicators of the organization’s impact and financial health
- Maintain awareness of risks and changes in the external environment that affect the organization
- Driver the organization’s growth plans to fulfill its objectives
- Ensure the organization’s staff are focused on achieving its mission and aims
- Build and manage relationships with existing and new CPG offtaking brands;
- Oversee supplier relationships and support procurement negotiations;
- Oversee agave production activities, including logistics, distribution, and efficient operations management;
- Support on fundraising activities for the organization (these will be led by RRGSM in close collaboration with the Managing Director)
- Manage relationships with NGO partners
- Represent the organization at external events and publicity opportunities
- Ensure the organization fulfils its legal, statutory and regulatory responsibilities

**Key Skills:**
- Leadership skills: Motivate staff and strong personal drive
- Interpersonal skills: Build relationships with all stakeholders (from smallholder farmers, to suppliers, to investors)
- Financial acumen: Set and operate a budget and develop activities that provide a surplus and expansion for the organization
- Operations management: Be able to manage a forward-looking, well-planned, efficient, and lean operations
- A quick learner: Be able to quickly get up speed with the organization’s operations, and the evolving industry dynamics

**Qualifications/Experience**
- An undergraduate degree in ideally business administration, finance or economics. Preferably having any other degrees in agriculture and or social impact development.
- Experience in senior management or organizational leadership ideally in the agave or agricultural sector.

**Location**
- Between Mexico City and Oaxaca

**Salary**
- Based on experience with stock options and equity

If interested, please reach out with your CV to eduardo@rrgsol.com