

## Farmer common sense in business

**For inspiring and creative professionals  
with a passion for cooperatives  
focused on impact**

We are Agriterra, a Dutch agri-agency that provides business development services to ambitious cooperatives and farmer organisations in developing and emerging economies. We assist them with advice and training by locally based business advisors and by deploying practitioners from the Dutch, Spanish and international farmer organisations and (cooperative) companies; the so-called AgriPool experts. We apply a three-track approach: We make cooperatives bankable and create real farmer-led companies, we improve extension services to farmer members and we enhance farmer-government dialogues. Our advisory practice covers the full range of services on Management & Organisation, Financial Management, Governance, Business Development and Lobby & Advocacy.

Agriterra works from local offices in a large number of countries. We work with self-steering teams, so our employees are challenged to use every bit of determination, creativity and strategy to achieve our compelling goals. Being a self-steering organisation makes Agriterra an inspiring and challenging environment for professional growth and development.

Agriterra's has an annual turnover of approximately 15 million euros, is ISO certified and has over 140 employees, both in the Netherlands and abroad. For more information, visit our website [www.agriterra.org](http://www.agriterra.org)

For our team in the Philippines we are recruiting a:

### **business advisor (m/f)**

Location: Manila

As a business advisor, you are an advisor, networker and broker. You provide expert advice, coordinate advisory trajectories with clients (farmer cooperatives and organisations), and have an advisory and broker role in the closing of business deals with financial institutions and the private sector. In order to achieve this, you initiate and maintain a network that includes cooperatives and farmers' organisations, government institutions, banks, traders, service providers and other stakeholders. You initiate and guide change trajectories with clients, and do lobby, mediate and support negotiation processes, as well as prepare business deals.

The success candidate will join the Philippine Team composed of 3 Business Advisors based in the Philippines and 1 Business Advisor based in the Netherlands. Agriterra maintains a Philippine office in Quezon City.

## Duties

- Provide business development advice and facilitate change management to cooperatives that allow them to realise their business growth potential
- Investigate opportunities to finance business plans of cooperatives, support the establishment of contacts and negotiate business agreements with banks, investors and other financiers (governments and the business sector).
- Help develop financially sustainable structures within cooperatives and farmers' organisations to enhance their service provision and agricultural extension to their members.
- Provide clients with guidance relating to change trajectories, to promote the interests of farmers, associations and cooperatives, with the authorities of the relevant developing countries.
- Collect and systematise information about clients and advisory processes, such as financial reports and annual overviews.
- Position Agriterra in the Philippines and Asia as the number one service provider on agricultural cooperative business development.

## Profile

- A bachelor's degree in business, economics, finance or a similar field.
- Extensive experience in and knowledge of one or more of the fields in which Agriterra achieves results, such as cooperative business development, market chain development, agricultural service provision, entrepreneurship, governance, and financial management.
- Relevant practical knowledge and experience in the agri & food and/or cooperative sector in the Philippines.
- High level of proficiency in English and preferably can speak Visayan or Hiligaynon.
- Proven experience in project management with solid reporting and writing skills.
- Enthusiastic, focused on results and service, and with adequate advisory or training skills.
- Able and used to frequent travelling.

## What we have to offer

A position that requires you to be highly self-reliant and use your pioneering skills in order to operate in dynamic international markets and in close cooperation with the agricultural business sector. At Agriterra, the work environment is collegial and ambitious, and the focus is on realising impact. As a business advisor, you will be part of a small Philippine team of business advisors as well as a part of the Asian team. The working conditions and additional benefits are good. The salary offered will depend on your experience, age and family situation.

## Are you interested?

Are you interested in this position and do you fit the profile? Apply before 31 May 2019, with a cover letter and curriculum vitae, by sending an e-mail to [vacancy@agriterra.org](mailto:vacancy@agriterra.org), to the attention of C.C. (Cees) van Rij, manager agri-advice, with reference code AG1319. If you require further information, you can also contact Ben Luther Lucas by sending an e-mail to [lucas@agriterra.org](mailto:lucas@agriterra.org).