



Vacancy for Internship in Vietnam 'Bankable Cooperative: Loan Credit administration, Risk management & Due Diligence'

Country: Vietnam

Client: Tan Nong Nguyen Cooperative

Period: 4 months starting January/February 2020

Deadline for application: 6 December 2019

Number of students we need: 1 Dutch student and 1 Vietnamese student

Who are we looking for?

Master or bachelor's degree student of a Dutch business school/university, preferably from banking and finance background (HEAO Bank and insurance, Business/ financial economics university).

Context

Tan Nong Nguyen cooperative (TNN) was established in Che Su District, Gia Lai Province, Central Highland of Vietnam in April 2012. The cooperative has 106 members with 122.8 ha of coffee and 39.2 ha of pepper. At the moment, TNN is providing input supply, buying and selling coffee, and pre-financing their members for fertiliser and labor cost.

A scoping of TNN took place in March 2019 and in May a cooperative assessment has been conducted to explore the potential collaboration between TNN and Agriterra.

At the moment, Rabobank Foundation provides TNN with access to finance. The cooperative runs a saving and credit managing the loans to their farmers. Extra support in loan administration and due diligence are required by the Board of the cooperative and the management. There are opportunities for value addition and to improve the position of TNN in the value chain. But first the cooperative needs to work on the financial position and the loan portfolio.



The assignment

- Review and give recommendations on the current credit administration of TNN to ensure efficiency and effectiveness of the loans including monitoring, contractual requirements, legal covenants and collaterals.
- Assist in performing due diligence, with focus on the ability of the farmer/borrower to repay the loan. Work together with the Agriterra Business Advisor to develop some internal financial analysis which provides TNN a brief analysis of the borrower's strengths and weaknesses. Develop procedures and templates which can be used by TNN in the loan application phase and the monitoring phase.
- Provide recommendations to improve the risk management.

- Synthesize member data for ad-hoc projects as requested by the cooperative and the Agriterra Business advisor.
- Work both independently and within a team.
- Take initiative to achieve personal career goals.
- Hands on experience in your area of study.
- Rabo Foundation can also support in on-boarding, introduction and answer questions during the internship

Profile of the intern

Knowledge: Banking & Financial management

Experience: Advantage of having loan management experience

Competences: Strong competency in finance related studies

Language: English

Application

Send your CV and a short motivation letter to Agriterra to the attention of Ms Bertine Schieven, to vacature@agriterra.org.

Agriterra, for cooperatives

Agriterra provides high quality, and hands-on advice, training and exchange services, to cooperatives and farmer organisations with maximum impact for socio-economically strong and productive rural areas. In 2018, with 117 employees, Agriterra advises 208 cooperatives in 17 countries. With our programme we reach more than 500.000 farmers. In the last two years we have already mobilised more than 20 million euro made available through policy changes. More than 40 cooperatives are linked to banks with a mobilised loan for working capital and investments of more than 15 million euro, while 33 clients have a processing facility with increased production

Through professionalising and strengthening cooperatives in Latin America, Africa and Asia, Agriterra contributes to positive economic development and better income distribution. Farmers organised in strong, competitive and trustworthy cooperatives are indispensable for a vibrant rural economy, fostering agricultural development and off-farm employment in rural areas.



Agriterra draws on a century of cooperative knowledge in the Netherlands disclosed via its extensive network in the Dutch agri-food sector. These experts and Agripool experts from farmers organisations all over the world, work together with business advisors from the Netherlands and national business advisors in the countries where Agriterra staff is based. For more information, visit our website www.agriterra.org.

About Rabobank Foundation

Established in 1974, Rabo Foundation is Rabobank's corporate foundation. The Foundation invests in the self-sufficiency of farmer organizations in Africa, Asia and Latin America, by sharing the cooperative, banking and agricultural expertise that the Rabobank has built up over many years. This helps organizations to achieve their goals of offering smallholder farmers access to finance, savings opportunities, knowledge and new markets. In addition, new technological developments and digitization solutions are deployed to help serve smallholders farmers even more effectively.

www.rabobankfoundation.com