

Vacancy: Manager External Affairs

Based in: Arnhem, the Netherlands

About Agriterra

Agriterra is the world's leading not-for-profit agri-agency *from-and-for* agricultural cooperatives and farmer organisations. Our mission is to strengthen organised farmers in developing and emerging countries, given the importance of effectively organised farmers to sustainably address food security, economic development, inclusiveness, poverty alleviation, climate adaptation and mitigation.

Agriterra is organised as a foundation, established by the Netherlands cooperative sector 25 years ago. Over time we have evolved into a professional organisation providing technical support to agricultural cooperatives with an annual turnover of 15 million Euro and 170 staff members. Our head office is based in Arnhem, the Netherlands, and through regional offices and over a dozen of project offices in Africa and Asia, we ensure our impact on stronger agricultural cooperatives and farmer organisations.

For more information, visit our website www.agriterra.org.

About the job

This is a position for a true entrepreneur! Agriterra is a learning organisation, continuously innovating and adapting to ensure being future-fit in a constantly changing external environment. Against this background, the advertised vacancy for manager External Affairs is to play a pivotal role in shaping and innovating our relations with the external environment. The Manager External Affairs is part of the Management Team and will have a key role in bringing in the relevancy of the outside world into the learnings of Agriterra as a purpose-driven organisation. A key role for the Manager External Affairs is to pro-actively innovate and develop viable business-cases to further contribute to our mission.

The external focus of the vacancy is directly reflected in the interconnected areas of attention that the Manager External Affairs is focussing on; such as giving shape to how Agriterra is to communicate externally, how Agriterra is to partner with key stakeholders and innovate business development and acquisition, how Agriterra is to innovate its' current practice of organising peer-to-peer support and how Agriterra is to innovate its' current practice of providing standard training modules in the projects implemented.

Tasks and responsibilities

As Manager External Affairs, you design and realise vision and policy for the External Affairs department and translate all into concrete department goals, budget, and implementation. You lead, coach, and develop your departmental staff and ensure smooth operation and achieve key strategic goals and KPIs. The current staff of the department is approximately 10 staff members, all based in Arnhem. The External Affairs department is primarily supporting the externally oriented processes, being:

- **Communication:** Create, foster, and maintain a consistent brand image and identity of Agriterra; including external communications such as newsletters, media stories and other image-related activities, to let specific target groups know about Agriterra.

- **Business Development:** Represent Agriterra and work daily to connect new clients / partners to us. These parties combine both ODA partners, but also a large variety of private companies. Acquisition of new projects is delegated to the regional offices, but the Business Development section at Head Quarters is to support the regions effectively in this responsibility, for example by identifying leads, doing account management, or by directly supporting proposal development.
- **Mobilising Peer-to-Peer support** for stronger agricultural cooperatives (also known as 'Agripool'): One of the diamonds of the quality in how Agriterra strengthens cooperatives is that we include a component of Peer-to-Peer support in our technical assistance. Hence, the External Affairs department mobilises peer knowledge and experience, mostly from Dutch cooperatives, as a valuable input in advisory set of products to targeted cooperatives.
- **Providing standard training modules on cooperative development:** Another of the diamonds of the quality in how Agriterra strengthens cooperatives is that we have developed a set of 15 best practice standard training modules tailored to cooperative development. These modules currently feature prominently in our Technical Assistance projects. The External Affairs department organises the delivery of the standard training modules and is tasked to continuously innovate to ensure relevancy of the available training materials.

Organisation

The Manager External Affairs reports directly to the CEO of Agriterra and is hierarchically responsible for the mentioned department. This position is part of the Management Team and contributes to and propagates policy and organisational development of Agriterra.

What do you offer?

- Affinity with the vision and mission of Agriterra and knowledge of recent developments in corporate social responsibility and sustainable economic development.
- Academic working and thinking level added with 5 years of management experience, thorough knowledge of budget issues and financial management.
- Work experience and a demonstrated network in the ODA community and the agricultural business community, proven success in building corporate partnerships and business development.
- Experience and expertise relevant to corporate communication & branding, and training portfolio development & technical assistance
- Good networking skills, proactive, and entrepreneurial attitude.
- Optimistic, seeing opportunities. It gives you energy to surprise with a creative and tenacious approach.
- A working permit for the Netherlands.
- Excellent command of Dutch and English is required.

What do we offer!

- Salary between EUR 4.530 and 7.510 gross per month (based on experience).
- End-of-year bonus.
- Blended office and remote working.
- Developmental opportunities including an education fund.
- Wonderful workplace in the city centre of Arnhem & great colleagues!

Interested?!

We are committed to being a diverse and inclusive workplace, which is why people from communities that experience discrimination based on race, ethnicity, (cultural) and educational background, people with disabilities, and LGBTQ+ people are especially encouraged to apply.

Are you interested in this position, and do you fit the profile? Apply with a cover letter and curriculum vitae by sending an e-mail to vacancy@agriterra.org, to the attention of Marco Schouten, CEO, with reference code AG0123.

If you require further information, you can contact us by sending an e-mail.