

## Business Developer (32-36h)

Based in: Arnhem, the Netherlands

The logo for Agriterra, featuring the word "AGRI" above "TERRA" in white capital letters on a dark blue square background. Below the text are three curved, orange-to-yellow lines that sweep upwards and to the right, suggesting a field or a path.

### 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, climate adaptation and mitigation. We are financed and work via donor granted projects and programmes. These long-lasting strategic partnerships with a variety of donors are key for us in our day-today work. For more information, visit our website [www.agriterra.org](http://www.agriterra.org).

### About the job

As a Business Developer, you develop and implement Agriterra's Business Development Strategy, ensuring that Agriterra can meet its fund diversification and acquisition targets. You are (specifically) responsible for account management and lead development with key global donors and partners, and for the development and implementation of the private and financial sector business development strategy. For both you maintain a pipeline of funding opportunities and continuously scope for proposals. You support in structuring and organising the sales and acquisition efforts of Agriterra. Finally, you are responsible for high quality analysis, monitoring and reporting effective collection of data and of management information on market and business development.

### What do you offer?

- Bachelor's degree in relevant field, added with a minimum of 3 years of experience in a similar role, preferably in an international non-profit firm;
- Sound understanding of funding mechanisms and procurement procedures in the international development sector, specialised in the private and financial market, in-depth knowledge of the mission and work of Agriterra;
- Fluent in English (speaking and writing), Dutch and/or French would be an asset. Network, project management, negotiation, and communication skills and experience;
- Business mindset, pro-active work approach, attention to detail, able to adapt to shifting demands and deadlines.

### What do we offer?

- Salary between EUR 3.449 and 5.356 gross per month
- 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, and drinks!

### Interested?

Send an email with your CV and cover letter to [vacancy@agriterra.org](mailto:vacancy@agriterra.org) to the attention to Gabriéla Vesteeq, Manager Agri-Advice, with reference code AG1922.