

Business Developer (32 - 36h)

Head Office, 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, 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-to-day work. For more information, visit our website www.agriterra.org.

About the job

We are looking for a passionate and innovative person for our role of Business Developer. As a key player in our organisation, you would be a partner to our management team and our regional managers by shaping and implementing our global business and marketing development strategy and ensuring the attainment of our ambitious targets. In this role, you will have a keen eye for catching market trends in our domain, and translating these into actionable insights for Agriterra, and our donors, cooperatives, and our partners.

Tasks and Responsibilities

- Lead strategy development for donor and cooperative acquisition.
- Translate market trends into engagement strategies.
- Build and maintain good relationships management with key stakeholders.
- Coordinate business development across our regions.
- Identify potential growth markets and opportunities for expansion.
- With analytical thinking, bridge internal and external developments strategically.

What do you offer?

- Bachelor's degree in relevant field.
- Min. 3 years of experience in a role with focus on business development, acquisition, and project management.
- Good knowledge and understanding of international development and institutional donor networks.
- Demonstrable helicopter view, and organisational, listening, communication, and negotiation skills.
- Fluent in English (speaking and writing), Dutch and/or French would be an asset.
- A business mindset, supportive and pro-active, tact, diplomacy, creative problem-solver and innovative.

What do we offer?

- An international, ambitious, and impact-oriented work environment, great colleagues, flexibility, and blended office with remote working.
- Developmental opportunities, including an educational fund.
- Salary between EUR 3.915 and 6.079 (based on your experience), end-of-year bonus, contribution to commuting expenses, and a holiday allowance.

The logo for AGRI TERRA, featuring the words "AGRI" and "TERRA" stacked vertically in white, bold, sans-serif capital letters on a dark blue square background. Below the text are three curved, orange lines that sweep upwards and to the right, suggesting a horizon or a path. The logo is positioned in the top right corner of the page, partially overlapping a decorative graphic of overlapping teal and light blue squares.

Interested?

Are you interested in this position, and 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 the Marit de Slegte, Manager External Affairs.