



Internship Vacancy

“Partnerships and Acquisition support to the Market Development Team at Agriterra”

Country: The Netherlands

Location: Working from home, with the possibility to come to the office

Client: Agriterra Netherlands

Internship Start Date: As soon as possible

Internship End Date: Duration of 4 months

Number of students we need: 1

Who are we looking for?

We are looking for an energetic intern with people skills, who is analytical and can work independently. The intern will work with the Market Development team based in Arnhem, the Netherlands. We are looking for an intern with strong communication skills and someone with an interest, and preferably limited experience, in international development, partnerships and acquisition/business development.

Context

You will work with the Market Development team, who oversees acquisition and partnership activities across Agriterra. Agriterra works with a range of international organisations and funding agencies including strategic and private sector partners, as well as institutional funding agencies and local development partners. To help inform Agriterra's new acquisition strategy for the coming years, we are looking for an intern who can support the Market Development team with mapping of key stakeholders, the identification of opportunities with new and existing international organisations and funding agencies, and support improving Agriterra's visibility with external stakeholders by contributing to the development of new or updated communication material. The intern will be managed by the Market Development team.

The assignment

- Stakeholder mapping and research to aid the identification of potential and existing institutional partners and funding agencies, including their main priorities, geographies, and activities, development aid trends related to rural development
- Assist Market Developers in identifying project opportunities with new and existing international organisations and funding agencies
- Compile and update relevant track record for use in Agriterra's communications materials
- Other possible market development related activities
- Write a report on findings and recommendations on Agriterra's partnerships and share this in a presentation within Agriterra.

Profile of the intern

Academic Background: International Development Studies, International Relations or International Business Studies or a similar field of study

Experience/interest in: partnerships, acquisition, communication, building relationships with organisations

Competences: Analytical, pro-active, strong communicator

Language level: English (high proficiency required)

Application

Interested? Send your CV and a 1-page letter of motivation to vacancy@agriterra.org to the attention of Elske Koelman and Lorenzo Memoli, Market Development.

Agriterra, for cooperatives

Agriterra is an agri-agency from-and-for agricultural cooperatives and farmer organisations. Its focus is on making cooperatives bankable, optimising service-provision to farmers, and strengthening farmer-government dialogues.

We were founded 25 years ago by Dutch farmer co-operatives and have over the years evolved into an organisation partnering and supporting approximately 400 colleague farmer cooperatives and farmer organisations. Agriterra assist them with advice and training through peer-to-peer support in combination with locally based 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 worldwide, and are organised with a head office based in the Netherlands, and a network of country offices spread over Africa, Asia and Latin America; employing in total an approximate 170 staff members. For more information, visit our website www.agriterra.org.