

**For inspiring and creative professionals  
with a passion for agricultural cooperatives  
focused on impact**

### **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-funded projects and programs. 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](http://www.agriterra.org).

For our activities in **Asia** (Indonesia, Philippines, and Vietnam), we are looking for a

### **Business Advisor - Lobby and Advocacy**

**Location: optional – Manila, Philippines; Hanoi, Vietnam**

**Yearly Salary: from \$24,050 to \$34,450**

As a Business Advisor - Lobby and Advocacy for Asia, you are well-informed about the specific context and challenges of agricultural cooperatives and farmer organisations (FO's) in the agricultural sectors in Southeast Asia. You provide expert advice and support related to the identification of lobby and advocacy goals and targets, that contribute to an improved business environment for agricultural cooperatives, enabling them to improve their performance.

You will develop and coordinate lobby and advocacy trajectories with colleague Business Advisors, clients (the agricultural cooperatives, federations, and farmer organisations), and relevant stakeholders in the 3 countries. In this position, you need to be an excellent networker, and negotiator with strong analytical skills. You can translate complex policy issues and analysis, and challenges faced by FO's, into actionable policy papers and proposals.

To achieve this, you will contribute to initiating and coordinating the networking activities by country teams that will include agricultural cooperatives, federations and farmers' organizations, government institutions, financial institutions, private sector and other stakeholders in the 3 countries. You will initiate and guide lobby and advocacy trajectories with clients, and will lobby, mediate, and support negotiation processes, as well as prepare policy proposals that lead to tangible results for farmers. This is therefore a dream job for a real pioneer!

### **Duties**

- Take lead, with support from national teams, to investigate, analyse, and identify key lobby and advocacy strategies and interventions in the agricultural and cooperative sectors in Indonesia, Philippines, and Vietnam, that will contribute to Agriterra goals.

- In collaboration with national Business Advisors (BA's) and their clients, contribute to Agriterra's regional targets by developing and submitting (policy) grant proposals, advocacy proposals and legal reform proposals.
- Establish and maintain a network with government institutions, policy influencers and key stakeholders within the 3 countries and identify policy issues that can be addressed by Agriterra.
- Support BA's in the use of Agriterra's lobby and advocacy training tools (FACT approach) and work closely with Agriterra's training department and FACT master trainers.

### Profile

- Bachelor's degree in Agricultural Economics, Political Science, or a similar field.
- Proven experience in contributing to policy development in private sector, civil-society, or government, preferably in agriculture (3-5 years).
- High level of proficiency in English, strong networking, communication, and presentation skills, including the use of internet, social media, and relevant ICT platforms.
- Enthusiastic, focused on results and service, collegial and a real team player.

### What do we offer?

- A position which requires you to show initiative and use your skills to operate in dynamic international markets and in close cooperation with the agricultural business sector.
- A 1-year national contract, with the intention of extending, based on the country of posting, with a gross salary to reflect the position and the person's experience.
- Additional benefits respecting the country's legislation and Agriterra's national HR Policy.
- A collegial and ambitious work environment with a focus on achieving results.

### Are you interested?

Are you interested in this position, and do you fit the profile? **Apply before 10<sup>th</sup> November 2022**, with a motivation letter and curriculum vitae, by sending an email to [vacancy@agriterra.org](mailto:vacancy@agriterra.org), to the attention of Phillip Morey, Regional Manager Asia, with reference code AG1722. If you require further information, you may send an email to [morey@agriterra.org](mailto:morey@agriterra.org).