

**For inspiring and creative professionals  
with a passion for 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 organized farmers to sustainably address food security, economic development, climate adaptation and mitigation. We are financed and work via donor granted projects and programs. 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).

For our activities in **West Africa (Burkina Faso, Ghana and Ivory Coast)** we are looking for a

**Business Advisor - Lobby and Advocacy (m/f)**

Location: optional Accra, Abidjan, Ouagadougou

As a Business Advisor Lobby and Advocacy for West Africa, you are well informed about the specific context and challenges of Cooperatives and Farmer Organisations in the Agricultural sectors in Burkina Faso, Ghana and Ivory Coast. 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 cooperatives, enabling them to improve their performance.

You develop and coordinate L&A trajectories with colleague Business Advisors, clients (the 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 are able to translate complex policy issues and analysis, and challenges faced by FO's, into actionable policy papers and proposals.

In order to achieve this, you will contribute to initiating and coordinating the networking activities by country teams that include cooperatives, federations and farmers' organisations, government institutions, financial institutions, private sector and other stakeholders in the 3 countries. You initiate and guide L&A trajectories with clients, and 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!

**Cooperation is the strength of Agriterra!**



## Duties

- Together with national teams investigate, analyse and identify key Lobby and Advocacy strategies and interventions in the agricultural and cooperative sectors in Burkina Faso, Ghana and Ivory Coast, that will contribute to Agriterra goals.
- Translate analysis, ideas and suggested interventions into concrete country plans on lobby and advocacy connected to clients, value chains and (cooperative) sector specific bottle necks.
- Link Lobby and Advocacy interventions and action plans to Agriterra's internal M&E framework of outputs and results: contribute to Agriterra's regional targets by developing and submitting (policy) grant proposals, advocacy proposals and law reforming proposals. These proposals are submitted to f.e. funding agencies and governments, in collaboration with national teams, clients and key stakeholders.
- Establish and maintain a network with government institutions, policy influencers and gatekeepers within the 3 countries and coordinate efforts to contribute to L&A proposals.
- Provide clients with guidance relating to L&A trajectories, to promote the interests of farmers, associations and cooperatives.
- Collect and systematise information about L&A goals and trajectories in close collaboration with Agriterra's Regional PMEL Officer to document and register the results.

## Profile

- Bachelors 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);
- Bi-Lingual with high level of proficiency in English and French;
- 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 teamplayer.

## What do we offer?

- A position which requires you to show initiative and use your skills in order 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. The salary will be determined based on qualification and experience and will be set in the range of scale 10 and complemented with benefits respecting national legislation and Agriter'a's national HR Policy.
- A collegial and ambitious work environment with a focus on achieving results.
- Developmental opportunities including an education fund.

## Are you interested?

Are you interested in this position and do you fit the profile? Apply, with a motivation letter and curriculum vitae, by sending a mail to [vacancy@agriterra.org](mailto:vacancy@agriterra.org), for the attention of E. Brouwer, Regional Manager West Africa. If you require further information, you can also contact him by sending an email to [erwin.brouwer@agriterra.org](mailto:erwin.brouwer@agriterra.org).

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