

Farmer common sense in business

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

We are Agriterra, a Dutch agri-agency that provides business development services to ambitious cooperatives and farmer organisations in developing and emerging economies. We assist them with advice and training by locally based business advisors and by deploying practitioners from the Dutch and international farmer organisations and (cooperative) companies; the so-called AgriPool 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 from local offices in a large number of countries. We work with self-steering teams, so our employees are challenged to use every bit of determination, creativity and strategy to achieve our compelling goals. Being a self-steering organisation makes Agriterra an inspiring and challenging environment for professional growth and development.

Agriterra has an annual turnover of approximately 20 million euros, is ISO certified and has over 160 employees, both in the Netherlands and abroad. For more information, visit our website www.agriterra.org

For our team in Myanmar we are hiring a

Business Advisor

Location: Yangon, Myanmar

As a business advisor, you provide expert advice, coordinate advisory trajectories with clients (farmer cooperatives and organisations), have an advisory and broker role in the closing of business deals with financial institutions and the private sector. In order to achieve this, you initiate and maintain a network that includes cooperatives and farmers' organisations, financial institutions, traders, service providers and other stakeholders in the value chain. You initiate and guide change trajectories with clients, and do lobby, mediate and support negotiation processes, as well as prepares business deals. This is therefore a dream job for you! At least if you are a real pioneer!

Duties

- Provide business development advice to and facilitate change management within cooperatives that will enable the realisation of business growth potential.
- Materialise opportunities to finance business plans of cooperatives, support the establishment of contacts and negotiate business agreements with banks, investors and other financiers (account holder budget).
- Help develop financially sustainable structures within cooperatives and farmers' organisations to enhance their service provision and agricultural extension to their members.
- Provide clients with guidance relating to change trajectories, to promote the interests of farmers, associations and cooperatives, with the authorities of the relevant development stakeholders.
- Collect and systematise information about clients and advisory processes, such as financial reports and annual overviews.
- Build expertise in a specific area of interest (for example supply chain management, marketing, climate smart agriculture) and/or on a specific subject with focus on product development, in which you will act as the expert point of reference, both within and outside the organisation.

Your profile

- A bachelor's degree in business economics or a similar field; master's degree would be a big asset;
- At least 5 years of experience in and knowledge of one or more fields in which Agriterra achieves results, such as cooperative business development, market chain development, agricultural service provision, entrepreneurship, governance, and financial management;
- Relevant practical knowledge of and experience in the agri & food and/or cooperative sector;
- Proven experience in programme management with solid reporting and writing skills;
- High level of proficiency in English and Burmese;
- Enthusiastic, focused on results and service and skilled in coaching and change management;
- Familiar with self-steering and team dynamics;
- Flexible, able and willing to frequently travel and stay in rural places (up to 60%) but based in Yangon;
- Have the Myanmar nationality.

What we have to offer

A position that requires you to be highly self-reliant and use your pioneering skills in order to operate in dynamic international markets and in close cooperation with the agricultural business sector. At Agriterra, the work environment is collegial and ambitious, and the focus is on achieving impact. As a business advisor, you will be part of the Myanmar team of business advisors as well as a part of the Asia team. The working conditions and additional benefits are good. The salary offered will depend on your experience.

Are you interested?

Are you interested in this position and do you fit the profile? Then apply with a cover letter and curriculum vitae, by sending an e-mail to Mr. Tijs van Balen, Country Representative Myanmar, vanbalen@agriterra.org, latest March 16th 2020.

If you require further information, you can also contact him by sending an e-mail.