

## **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 15 million euros, is ISO certified and has over 150 employees, both in the Netherlands and abroad. For more information, visit our website [www.agriterra.org](http://www.agriterra.org)

We are recruiting a:

### **Market Developer (fulltime, 36h)**

Location: Arnhem – the Netherlands

As a market developer at Agriterra you are an entrepreneurial professional who, in close collaboration with business advisors, contributes to offer our services within the market. This in accordance with Agriterra's strategy, especially amongst multilateral institutions, the private sector, banks and impact investors. You support the business advisors to mobilise and make optimum use of our worldwide network, which results in an effective marketing and acquisition strategy. You will be a successful candidate for this position if you think in terms of opportunities that you can capitalise on.

Our ideal market developer is excellent at drafting offers and proposals, is a quick and solution-oriented thinker who feels comfortable in different cultural surroundings, able to and willing to travel. We need someone who is tenacious, enjoys the challenges of pioneering and above all has a good understanding of marketing, quality and service.

## Duties

- Develop, coordinate and monitor activities relating to acquisition and large competitive grant processes, including participating in consortia, coordinating tenders and identifying consortium partners;
- Develop, coordinate and maintain Agriterra's strategic partnerships and presentation with institutional funders and relevant stakeholders;
- Provide internal training and advice on successful proposal strategies, proposal narrative structures, logical frameworks and development indicators;
- Streamline the acquisition process internally, which includes formulating selection criteria, developing programmes and providing guidance to enhance the professional image and positioning of the regional teams of business advisors;
- Coordinate and monitor account plans and analyse the developments and trends in the Dutch and international development programmes in the agricultural sector.

## The successful candidate will have:

- A bachelor's degree with a commercial profile;
- Extensive experience in and knowledge of one or more fields in which Agriterra achieves results, such as business development, market chain development and agricultural service provision;
- Relevant practical knowledge of and experience in a developing country, preferably in the agricultural business and/or cooperative sector;
- Excellent skills in market development, preferably in the agricultural & food sector;
- International experience in successful bidding with large institutional donors;
- Excellent level of proficiency in Dutch and English. French and Spanish would definitely be an asset;
- Enthusiastic personality, strong analytical skills, focused on results and service;
- Familiarity with self-steering and team dynamics.

## 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 market developer you will be part of team World. 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? Apply with a cover letter and curriculum vitae, by sending an e-mail to [vacature@agriterra.org](mailto:vacature@agriterra.org), to the attention of C.C. van Rij, manager agri-advice, with reference code AG2519.

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