



## Senior Cooperative Advisor/ Project Lead Agri-Grade

Based in: Nairobi, Kenya

### 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-granted projects and programmes. 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).

### About Agri-Grade

Agri-Grade's mission is to transform agricultural cooperatives, by providing an integrated, scalable, standardized and data-driven approach. Agri-Grade aims to professionalize cooperatives and facilitate widespread access to finance, unlocking their full potential for the benefit of all stakeholders in the supply chain. AgriGRADE is founded by five leading organizations, including Agriterra, Scope Insight, IDH, Farm Fit Fund and OikoCredit. Together we seek to work with qualifying local partners and national governments to ensure alignment with local needs. Built on a standardized framework, multiple partners with diverse specializations complement each other, making a direct and effective contribution to the professionalization of agribusinesses. This collaborative approach results in an efficient one-stop-shop solution, addressing the challenges faced by rural agribusiness ventures, most notably farmer cooperatives. AgriGRADE is proud to be supported by the Dutch Directorate-General for International Cooperation (DGIS). For more information kindly check the website: <https://agrigrade.org>

The Agri-GRADE partners have selected 2 countries to pilot the Agri-Grade approach. These countries are Tanzania and Kenya. For Kenya, Agriterra is recruiting a Senior Cooperative Advisor who will lead the Agri-Grade pilot in Kenya on behalf of the Consortium partners. In Kenya Agri-Grade will focus on professionalizing the cooperative landscape in Meru County (Mt Kenya Region); with a particular focus on strengthening the supply chain for organized farmers in dairy, potatoes and avocado. Under the pilot project, Agriterra is expected to professionalize and graduate 10-15 cooperatives in the selected value chains.

### Role Description

As a Senior Cooperative Advisor and Project Lead for the Agri-Grade pilot, you will provide technical and administrative support to the AgriGRADE program's activities in Kenya to create positive impacts by building professional cooperatives and farmer organizations. You will be responsible for the successful coordination of the Agri-Grade pilot initiative in close collaboration with the Agri-Grade partners and local stakeholders. You will lead a small project team of advisors within Agriterra and also collaborate with other Agriterra staff in Kenya, the region and the HQ office. The Project Lead will also scope, develop and structure funding agreements, technical assignments, and stakeholder engagements in support of the program. The person in this position will ensure effective project implementation during the contractual phase of the agreements, with regard to compliance and timely achievement of project deliverables. The Project Lead will report to the Regional Manager of Agriterra East Africa.

## Duties of Sr Cooperative Advisor

Duties and responsibilities include (but not limited to):

- **Pilot Lead:** Support in the development and implementation of the AgriGRADE pilot project in Kenya up to 2026, including reporting and development of program pipeline deliverables. This will be done by working closely with implementing partners.
- **Partnership Management:** Support the collaboration between Agriterra and the Agri-Grade partners (OikoCredit, IDH, ScopeInsight) including other relevant development organizations, government institutions and service providers. Build and maintain effective relationships, with the team, and other external partners by ensuring a high level of Agriterra visibility and branding.
- **Project Management and Leadership:** Lead, manage, coach, guide, supervise and motivate the project team, partners, and relevant stakeholders. Prepare resource estimation based on forecast to attract and recruit staff timely. Plan and assign deliverables and activities, review their progress and address deviations in terms of timelines and quality, based on project planning, deliverables agreed and budget set. Translate project objectives into expert-related objectives and bring project phases/expertise assignments under Agri-GRADE to a higher level by e.g. critically reviewing drafts/reference material/comments.
- **Planning and Monitoring:** Chairing the Pilot task force working group every month to discuss operational issues, discuss and monitor the progress of activities and align and integrate partner work plans into one overall work plan for Agri-Grade. Responsible for establishing an advisory committee with key representatives from the government, farmers/cooperatives, FI's and/or private sector to serve as an advisory board and promote the enabling environment for Agri-grade to expand its reach.
- **Project Implementation and Reporting:** Develop the Agri-Grade project plan and initiate implementation of the project plan, following the Agriterra project management procedures, accounting principles, donor requirements etc. Responsible for quarterly reporting on behalf of the Agri-Grade partnership towards the Centre of Excellence in The Netherlands.
- **Budgeting and Budget Control:** Ensure that approval for coding and booking of all expenditures is done according to the relevant procedures and authorisation levels. Fully understand procurement and comply with requirements and contracts.
- **Cooperative Advisory trajectories:** Oversee portfolios of cooperative advisory trajectories led by multiple Cooperative Advisors and seek efficiencies and harmonization where possible, as well as the exchange of best practices among advisors. Take the lead of advisory trajectories with cooperatives directly, including offering advice, developing and implementing action/business plans and providing training.
- **Learning & Exchange:** Sharing best practices, methodologies, innovations and lessons from the Agri-GRADE approach that have proven impact with key stakeholders/fora in the targeted value chains in East Africa. Facilitating the exchange of experiences with the other AGRI-GRADE contributors on a regular and structured basis

## What do you offer?

- Relevant Bachelor or Master qualification in Agricultural Economics, AgriScience or Agri-business, Climate Resilient Agriculture, Management and Business Administration, Development Studies, or relevant and related subjects.
- Minimum 10 years of progressive responsibility work experience in managing and implementing multi-faceted donor-funded development projects. Demonstrated experience in managing various stakeholders.
- Minimum 7 years of experience in domains related to subjects such as Agricultural development, agri-business development, climate change and climate resilience,

business and financial development, market development, and private sector engagement.

- Solid experience in project management, preferably in foreign aid-funded projects.
- Experience in Monitoring and Evaluation.
- Good understanding of working with farmers and cooperatives in supply chains; more specifically coffee, tea, dairy, and horticulture
- Good command of spoken and written English and French. Excellent communication (written and oral), reporting, and presentation skills. Good computer skills (MS Office).
- Experience in leading project teams, organisational, social, and networking skills.
- Entrepreneurial spirit, sees and realizes opportunities, balanced and decisive, able to strategically inspire and energize project teams.

### **What we have to offer!**

- At Agriterra, the work environment is collegial and ambitious.
- Developmental opportunities including an education fund;
- In this position you get the responsibility but also the freedom to use your skills to operate in dynamic international markets, see and realise opportunities and strategically inspire and energize project teams.
- You will work in close collaboration with the team of Agriterra colleagues in Kenya, the consortium partners Scope Insight, IDH, and OikoCredit, and the Agri-Grade team in Tanzania
- Agriterra is offering a full-time position for one year, with the intention to extend the contract. The working conditions and additional benefits are competitive. The salary offered will depend on your experience and qualifications.
- Wonderful workplace & great colleagues!

*The position is not expatriate, candidates must be eligible to work and reside in Kenya. This vacancy is advertised internally and externally at the same time. Internal candidates who respond within the specified timeframe will be interviewed before external candidates are considered.*

### **Interested?**

To apply, please submit your CV and cover letter via this [link](#) on or before 3rd April 2025. Only shortlisted candidates will be contacted.