

For inspiring and creative professionals with a passion for SACCOs and Cooperatives

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 emerging countries, given the importance of effectively organised farmers to sustainably address food security, economic development, climate adaptation and mitigation.

We were founded 25 years ago by Dutch farmer cooperatives and have over the years evolved into an organisation partnering and supporting farmer cooperatives and organisations worldwide. Agriterra assist them with advice and training through peer-to-peer support in combination with locally based 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 is organised with a head office in Arnhem, the Netherlands, and has a network of 12 country offices spread over Africa and Asia; employing approximate 170 staff members. 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.

In Uganda, Agriterra has been active since 2012. It supports cooperative farmer-led economic development in the dairy, SACCO, coffee, and oilseed sector in different parts of the country.

For our team we are recruiting a:

Business Advisor for SACCOs

Location: Kampala

As a business advisor, you provide expert advice, coordinate advisory trajectories with clients (SACCOs), and have an advisory role in executing a potential donor-funded program to expand access to selected SACCOs. You take a lead role in developing new loan products for dairy, coffee, and oilseed farmers and cooperatives and assess their sustainability. You initiate and guide change trajectories with SACCOs and you mediate and support negotiation processes, as well as prepare business deals. If you have a strong financial profile and a passion for cooperatives, this could be a dream job for you!

Duties

- Assess SACCOs for participation in the program (FFT) examine and make recommendations for selection and participation in the project.
- Carry out financial and operational reviews, assessments, and evaluations of SACCOs loan products.
- Provide clients (SACCOs) with technical assistance, training, tools, and methodologies to ensure their optimal performance, sound management, and emphasize savings mobilisation.
- Based upon analysis of the operations of participating SACCOs, develop and introduce new savings products targeted toward identified groups of potential farmers and their cooperatives.
- Contribute to or conduct market studies, investment analyses, and other studies for the development of new loan products.
- In collaboration with TIDE staff and SACCO credit personnel, lead the design, test, refinement, and launch of new savings products.
- Define and elaborate necessary changes to the credit policies and procedures of the SACCOs to integrate new products and minimize the risks associated with these new products.
- Assist SACCOs to develop financially sustainable structures to enhance their service provision to the farmers and cooperatives.
- Provide business development advice and facilitate change management to SACCOs that allow them to realise their business growth potential.
- Investigate opportunities to finance business plans of SACCOs, support the establishment of contacts and negotiate business agreements with banks, investors, and other financiers (governments and the business sector).
- Provide clients with guidance relating to change trajectories, to promote the interests of members, farmers, associations, and cooperatives, with the authorities of the relevant development stakeholders.
- Collect and analyse information about clients, such as financial reports and annual overviews.
- Assist the business development team with opportunities and contribute to proposal developments.

Profile

- MBA/MA/MSC plus 5 years' experience **or** a bachelor's degree plus 8 years of experience, in business economics, finance, cooperative management, or a similar field of study.
- Extensive experience in and knowledge of one or more of the fields in which Agriterra achieves results, such as SACCO loan product development, and portfolio analysis.
- Flexible, able, and willing to frequently travel and stay in rural places (up to 60%) but based in Kampala.
- Computer literate (Microsoft Package).
- Enthusiastic, focuses on results and service, and with adequate advisory or training skills.
- Team-oriented, entrepreneurial, practical (hands-on expertise).
- Appreciative communication skills and attitude. With a high level of proficiency in English.
- Ugandan citizenship.



What we have to offer

A position which requires you to be highly self-reliant and use your pioneering skills in order to operate in dynamic financial sector in Uganda. At Agriterra, the work environment is collegial and ambitious, and the focus is on achieving results. As a business advisor, you will be working under the direct supervision of the country representative and will be part of the local team of business advisors as well as other African country teams. Agriterra is offering a full-time position for a period of one year, with the intention of extending the contract. The working conditions and additional benefits are good. The salary offered will depend on your background and relevant work experience.

Are you interested?

Are you interested in this position, and do you fit the profile?
Apply before 22nd July, 2022, with a cover letter and curriculum vitae.

Only applicants who meet the above requirements are invited to send their application and CV through an e-mail to uganda@agriterra.org. All application documents must be submitted before July 22, 2022.