



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

Agriterra is an international agri-agency and believes that inclusive economic growth and rural transformation in developing countries is shaped by strong farmers' organisations and cooperatives. Our mission is to strengthen farmers' organisations and cooperatives to create long lasting socio-economic impact in rural areas of developing countries, given the importance of effectively organised farmers to sustainably address food security, economic development, resilience to climate change and climate mitigation.

We were founded 25 years ago by Dutch farmers' organisations and have over the years evolved into an organisation partnering with and supporting farmers' cooperatives and organisations worldwide. Agriterra assists them with advice, trainings and exchanges and 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 country offices spread over Africa and Asia, employing approximately 170 staff members. 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-to-day work. For more information, visit our website [www.agriterra.org](http://www.agriterra.org).

For our activities in the Kenya we are recruiting a:

**Business Advisor (m/f)**

Location: Nairobi, Kenya

As Business Advisor will provide expert advice, coordinate advisory trajectories with reputable cooperatives and farmer organisations, and have an advisory and broker role in the closing of business deals aimed at building well-organised and operational cooperatives and farmers' organisations.

In order to achieve this, the successful candidate will initiate and maintain a network that will include cooperatives and farmers' organisations, financial institutions, traders, service providers and other stakeholders in the value chain. He/she will initiate and guide change trajectories with clients, and will lobby, mediate and support negotiation

processes, as well as prepare business deals. This is therefore a dream job for a real pioneer!

## Duties

- Investigate opportunities to finance business plans of cooperatives, support the establishment of contacts and negotiate business agreements with banks, investors and other financiers (governments and the business sector).
- Help develop financially sustainable structures within cooperatives and farmers' organisations to enhance their service provision and agricultural extension to their members.
- Provide cooperatives with guidance relating to change trajectories, to promote the interests of farmers, associations and cooperatives, with the authorities of the relevant developing countries.
- 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, governance, financial management, climate, youth) and/or on a specific subject or subject of current interest, with a focus on product development, in which he/she will act as the expert point of reference, both within and outside the organisation.

## Profile

- A bachelor's degree in business economics, agri-business or a similar field.
- Extensive experience of more than 7 years working with cooperatives and farmer organisations
- Knowledge of one or more of the fields in which Agriterra achieves results, such as cooperative business development, market development, agricultural service provision, entrepreneurship, governance, and financial management.
- Extensive relevant practical knowledge and experience in a development country, preferably in the agricultural business and/or cooperative sector.
- High level of proficiency in English and Kiswahili.
- Enthusiastic, focused on results and service, and with adequate advisory or training skills.

## 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 international markets and in close cooperation with the agricultural business sector.

At Agriterra in Kenya, the work environment is collegial and ambitious, and the focus is on achieving results. As a business advisor, you will be working in close collaboration in the team in Kenya with the other Business Advisors. Whenever necessary, you will work in collaboration with other Agriterra employees in the East African region.



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 is competitive and will be based on qualifications and experience.

### **Are you interested?**

Are you interested in this position and do you fit the profile?

Apply before 15<sup>th</sup> November 2022, with a cover letter and curriculum vitae, by sending a mail to [recruitment@sheerlogicltd.com](mailto:recruitment@sheerlogicltd.com) and cc [kenya@agriterra.org](mailto:kenya@agriterra.org). If you require further information, you can also send an email to [kenya@agriterra.org](mailto:kenya@agriterra.org).

**At Agriterra we make value chains work for organised farmers!**