

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 120 employees, both in the Netherlands and abroad. For more information, visit our website www.agriterra.org

We are recruiting a:

trainer/advisor (m/f)

Location: Arnhem – the Netherlands

As a trainer/advisor you are an entrepreneurial professional who coordinates our training programme, adjusts the various products and services to one another and takes the overall training programme to an even higher level. The relevant focus with all this will be the structure and didactics of the trainings and training skills, in other words, you will ensure that the Agriterra trainers are all high-level trainers and enable them to work with the best possible training products to offer top-quality expertise to the cooperatives and farmer organisations.

You are well informed on the latest developments in the training area and able to report on the efficiency and results of the trainings. Our ideal trainer/advisor is a quick and solution-oriented thinker who feels comfortable in different cultural surroundings and is able and willing to travel. We need you to be flexible and a go-getter with a good understanding of marketing, quality and service.

Duties

- Create top-quality training products for cooperatives and farmer organisations
- Register and analyse all the training activities and their results to manage the demand and supply of the trainings and find new opportunities in the training market.
- Select, train, monitor and assist business advisors and Agripool experts on the use and application of all the trainings and workshops that Agriterra offers
- Work on the certification of trainers and the (online) follow-up of trainings.

The successful candidate will have:

- A bachelor's degree in business economics or a similar field;
- Extensive experience in and knowledge of training people, or a strong affinity with the profession of trainer/advisor and you think yourself to be a talent in this field;
- 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;
- Excellent level of proficiency in **Dutch** and **English**. French and Spanish would be an asset;
- Enthusiastic personality, focused on results and service and skills in coaching and change management;
- Familiarity with self-steering and team dynamics;
- Ability to travel;
- If you are not a Dutch native, you are required to have a work permit for the Netherlands.

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 trainer/advisor you will be part of team World. The working conditions and additional benefits are good. The salary offered will depend on your experience, age and family situation.

Are you interested?

Are you interested in this position and do you fit the profile? Apply before 19 December 2018, with a cover letter and curriculum vitae, by sending an e-mail to vacature@agriterra.org, to the attention of C.C. van Rij, manager agri-advice.

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