



POSITION TITLE: Agriculture Business Manager

PLACE OF WORK: Biratnagar, Koshi Province, Nepal.

REPORTS TO: Team Leader, Nepal Agricultural Market Development Programme.

PROJECT SUMMARY

The Nepal Agricultural Market Development Programme (NAMDP) Phase II, also known as Sahaj operates under a bilateral agreement between the Government of Nepal and the Government of Switzerland. Sahaj is a Swiss Agency for Development and Cooperation (SDC) project, implemented by a consortium of Swisscontact (as the lead agency) and the Center for Environmental and Agricultural Policy Research, Extension and Development (CEAPRED). The programme focuses on the Koshi Province. Sahaj provides financial and technical support towards improved access to services and innovation for agri-business in the Koshi province. This will increase demand for smallholders' produce, including them in value-added supply chains, and building resilience in rural communities through higher employment and income.

POSITION DESCRIPTION

The Agriculture Business Manager is responsible for the planning, designing, and monitoring of interventions, which aim at improving product/service delivery of agriculture service providers for agricultural commercialisation.

MAJOR RESPONSIBILITIES

- Manage a pool of officers, overseeing the day-to-day implementation of interventions targeted towards agriculture service providers.
- Lead operationalisation of the strategic objectives of her/his team in close collaboration with her/his supervisor.
- Lead the preparation of costed annual strategic plans, technical and operational work plans and budgets for the agricultural services component's work.
- Lead the design and implementation of interventions in agriculture services provision – in accordance with the relevant strategies and consistent with the market systems development (MSD) approach.
- Identify potential strategic partners in the private and public sector to trigger innovative business practices. Coach and support the program's intervention officers to establish relationships with key private and public sector actors in selected markets.
- Ensure the quality of the work of her/his team. Ensure relevant activities are progressing according to annual work plan and timeframes.
- Provide/compile input to the Yearly Plan of Operations (YPOs) and (semi-)annual progress reports.
- Review and monitor annual budgets and ensure appropriate spending.

- Contribute to Federal State Building/Business Enabling Environment (FSB/BEE) initiatives as per project approach.
- Identify and implement approaches and interventions that foster gender and social inclusion.
- Coordinate and exchange information/ideas with the other service provision teams (Non-ag services, start-up & innovation support, SIP interventions, and FSB/BEE).
- Support timely monitoring and streamlining of data collection and analysis in collaboration with the Monitoring and Results Measurement (MRM) team.
- Comply with the Project Manual of NAMDP/ Swiss contact and other relevant requirements of SDC and CEAPRED.

QUALIFICATIONS AND REQUIREMENTS

Education: Master's degree in Agriculture, Economics, Business Administration or any related field.

Experience:

- Minimum 5 years of working experience in the field of market systems development and/or value chain development.
- Experience of working with the private sector in agriculture value chains.
- Excellent knowledge of agri-businesses, and services for agri-businesses.
- Excellent understanding of the constraints facing agriculture service providers in Nepal.
- Experience of working with the public sector on policy bottlenecks impeding the promotion of agri-businesses desired.

Others:

- Excellent analytical, managerial, and organisation skills.
- Excellent written and spoken English.