



Feed the Future Nepal USAID Agricultural Inputs Terms of Reference (TOR)

POSITION TITLE: Cluster Agribusiness Manager (CAM)
LOCATION: Bharatpur, Chitwan
REPORTS TO: Regional Agribusiness Director (RAD)

USAID Agricultural Inputs is a five-year USAID-funded program in Nepal. The aim of USAID Agricultural Inputs is to increase the availability, accessibility, and use of agricultural inputs and technology to improve Nepal's agricultural productivity. This program is implemented by Winrock International in collaboration with five organizations: Center for Environmental and Agricultural Policy, Research, Extension and Development (CEAPRED), MarketShare Associates (MSA), Pathway Technology, Fertilizer Association Nepal (FAN), and Vikara Institute.

USAID Agricultural Inputs will enable lead firms, agrovets, input suppliers, local machinery service providers, and Government of Nepal (GON) change agents and farmers to increase productivity, input supply chain efficiency, market system competitiveness, and strengthen the enabling environment in a way that equitably addresses the needs of women, youth, and members of marginalized groups. USAID Agricultural Inputs will benefit 200,000 farmers in the USAID Feed the Future (FTF) zone of influence.

POSITION DESCRIPTION:

The CAM will be responsible for implementing the USAID Agricultural Inputs private-sector-led approach at the district and cluster level. This will include developing and nurturing partnerships with private sector actors to achieve the objectives. The CAM will be responsible for achieving and ensuring that results are achieved on time. Further, s/he will also be responsible for managing day-to-day operations of the cluster office.

ROLES AND RESPONSIBILITIES:

The CAM will closely work with the RAD and Agribusiness Area Coordinators (AC) to achieve all results under all four objectives, which are Objective 1: Demand- and supply-responsive and financially viable seed system improved; Objective 2: Soil fertility management and fertilizer distribution system improved; Objective 3: Climate adaptive and sustainable irrigation management system improved; and Objective 4: Agricultural mechanization enhanced. Further, s/he will be responsible to carry out the following activities but not limited to:

- Manage all operations within designated cluster in coordination with the RAD.
- Manage all technical and operational staff, including ACs at cluster/district level.
- Manage the cluster office including oversight of day-to-day finances, logistics, and administration.
- Identify potential opportunities offered by agri-input markets and the private sector actors.
- Prepare strategies to meet the cluster-level participant targets and facilitate the district team accordingly.



CEAPRED

- Design and implement interventions that leverage the interconnections between farmers and the improved agri-inputs and services they need to be able to improve quality and produce competitive products for end markets.
- Oversee activities related to enhancing financial services, digital services, markets and market infrastructure in selected market systems.
- Analyze and enable relationships among actors that translate into shared benefits to incentivize new investment in agri-input supply market systems.
- Frequently visit the field and monitor the activities implemented by the private sector/grant partners
- Provide strategic support to program implementation to the district team as necessary.
- Ensure the quality of the program and data quality as reported by the private sector partners.
- Documentation and reporting of technical matters and financial progress as per reporting schedule and also the need of the program.

OTHER RESPONSIBILITIES:

- Ensure a safe and equitable workplace, create opportunities and offer support to women and those from disadvantaged groups.
- Support relevant activities included in the forthcoming direct support by USAID to the Government of Nepal.
- Other responsibilities as assigned by the supervisor and the management.

QUALIFICATIONS AND REQUIREMENTS:

Education: Master or equivalent university degree in agri-business, agri-economics, agriculture or related field.

Required Experience:

The ideal candidate will have the following experience:

- At least 7 years of experience in agricultural project management, preferably in the private sector.
- Experience implementing and adapting sustainable agriculture approaches under donor-funded projects.
- Experience with/knowledge of market systems development approach.
- Experience working with private sector partners.
- Experience monitoring activities and progress against project targets.
- Knowledge of smallholder agriculture in Nepal.
- Experience managing office, staff and finances.
- Ability and willingness to work under cross cultural environment.
- Strong communication and report writing skills.

Language

- Fluency in Nepali and English is required.



We seek to cultivate an environment where all employees relish equal employment opportunities devoid of discrimination, misconduct, fraud, and abuse. Our commitment to Diversity, Equity, Inclusion, and Accessibility (DEIA) and Localization guides our practices not just in hiring, but also in staff retention, growth, and policy implementation. This commitment signifies that we value diversity in all its forms including age, race, ethnicity, religion, gender, sexual orientation, disability status, and cultural background. We welcome and encourage individuals of all backgrounds, experiences, and perspectives, recognizing the rich tapestry of the communities in which we live and work.