

Agribusiness Project manager & Trainer

Who are we?

iCRA is a not-for-profit, training-based organisation, dedicated to inclusion of smallholder farmers in sustainable agribusiness in the Global South. We invest in people, their skills and (business) relationships to build solid foundations for successful interventions and sustainable impact in the agriculture sector. iCRA supports individuals, networks, businesses, institutions and organisations to make connections and find solutions at the source - **to the benefit of all**.

iCRA has its head office in Wageningen, the Netherlands and an office in Montpellier, France. We are represented by the 'iCRA group' of certified trainers and consultants in the Global South.

The agriculture sector has been our domain for over 35 years and iCRA is well known for its international short courses for professionals. We have evolved into a project focused organization; working with partners in Sub-Saharan Africa, Latin America and beyond. Providing agribusiness cluster coaching to improve the performance of smallholder supply chains is one of our key areas. By focussing on professional & trustful business relationships and improved negotiation & contracting, we work towards sustainable win-win situations that last.

iCRA is expanding its portfolio of projects in which we support agribusiness clusters (ABC). In these projects we support business networks consisting of different local value chain actors like producers, traders, processors and supporting actors (transporters, input providers, banks, service providers) that work around a specific agricultural product in a specific area. Together they serve (a segment of) the market through a shared vision. We implement these ABC coaching projects in close collaboration with local iCRA associates, mostly in francophone Africa and to a lesser extend in East Africa.

What do we expect from you?

The agribusiness project manager and trainer steers the approach iCRA takes in partnership building processes to accelerate agribusiness cluster (ABC) development. You are an experienced process facilitator that gets energy from **creating impact at grassroots level** and **working with producers and SMEs** that are part of national and regional supply chains. Important hurdles that agribusiness cluster actors are facing are: **building trustful and sustainable relationships** and **attracting the needed financial investments** to achieve their joint goals. The agribusiness project manager and trainer will help to craft iCRA's role in building business relationships and facilitating access to finance for the stakeholders we work with.

The agribusiness project manager and trainer acquires and manages medium to large scale projects, guides junior iCRA staff and closely collaborates with the local iCRA associates. As training is an important part of iCRA's activities, not only in our open entry courses but also in our projects, training delivery will be a significant part of your day-to-day work.

What are your regular tasks?

- **Independently acquire training and ABC-type of projects assignments.** You do this by building and sustaining client relationships and by supporting the marketing of iCRA projects and training events.
- **Manage ABC projects and training implementation.** Guide and coach the experts or trainer team. Monitor achievements to ensure that overall objectives are achieved, and that revenues and expenses are consistent with contract provisions;
- **Identify training needs, develop training programmes and lesson plans to deliver effective learning.** Develop learning materials (print, audio/visual) to support the (blended) training plans; and evaluate the effectiveness and impact of project implementation and training programmes undertaken.
- **Contribute to organizational learning** of iCRA on ABC coaching, capacity development approaches, methods and tools;

What will you bring to the table?

- An MSc or equivalent degree in a field relevant to the job;
- Eight years or more experience in managing and steering projects in the field of agribusiness (clusters) and local value chain development at grass roots level for national or regional markets, agribusiness partnerships and access to finance;
- Excellent process and group facilitation skills;
- Flexible, entrepreneurial team player;
- Leadership skills;
- Start-up mentality;
- Proven record of (online) training and project acquisition and management;
- Eagerness to travel to iCRA project countries when needed (and possible).
- Fluent or native speaker in English **and** French. Dutch or Spanish is an advantage.

What do we offer?

We offer a full-time position, based on a 36-hour work week. You will work with a **small, agile and international team, you will be based in Wageningen or Montpellier**. You will report to the Executive Director.

Your salary will be based on qualifications and experience, within the range of EUR 3200 and EUR 4900 per month (full time 36 hours equivalent). Your appointment is for one year, with the intention of converting it into a permanent employment after a positive evaluation. You should be an European national or in possession of a valid work permit and based close to our office in Wageningen or Montpellier.

Interested?

Please send your motivation letter and curriculum vitae including contact details in English to Salma Tambwe (courses @icra.global)

The deadline for applications is March 19 2021. Preferred starting date is April 15 2021.

The first round of virtual interviews will take place on Tuesday 23 March. The second round is planned for Tuesday 30 March.

For questions or further information please contact Mariëtte Gross (tel nr. +31 317 228104)

iCRA is an equal opportunity employer