



Farmer common sense in business

**We are looking for people who are entrepreneurial,
focused on performance, clients and results,
and able to work in a team**

Agriterra is the development and advisory organisation of the agricultural sector in the Netherlands. It focuses on strengthening the position which cooperatives and farmers' organisations in Africa, Asia and Latin America occupy in the market, in the supply chain and in consultations with governments. Agriterra uses peer-to-peer advice from the Dutch (cooperative) agri & food sector. These Agriterra experts, named agripoolers, share their experience in and knowledge of production improvements, service provision, agricultural extension, cooperative entrepreneurship and advocacy with their peers in other countries.

Agriterra aims to be the specialist in the field of increasing the business performance of cooperatives and farmers' organisations in developing countries. Its ambitions in terms of service provision, knowledge, efficiency and efficacy are sky-high. Cooperatives and farmers' organisations in developing countries can count on becoming stronger through adopting Agriterra's advice. This is based on the concept that a strong and well-organised agricultural sector is necessary to ensure rapid economic growth and a more equitable distribution of prosperity and democratic well-being.

Agriterra's annual turnover is approximately 15 million euros and the organisation has over 100 employees, both in the Netherlands and abroad. It has ISO certification and is a member of AgriCord, the alliance of agri-agencies.

For our activities in the Philippines we are looking for

business advisor (m/f)

Location: Manilla – the Philippines

This person will provide expert advice, coordinate advisory trajectories with clients, 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 clients 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 or financial management) 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 or a similar field.
- Extensive experience in and knowledge of one or more of the fields in which Agriterra achieves results, such as cooperative business development, market chain 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 Dutch and English. Knowledge of the Philippine language would be an advantage.
- 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, the work environment is collegial and ambitious, and the focus is on achieving results. As a business advisor, you will be working under the direct supervision of the manager agri-advice and will be part of the Philippines and Asia team of business advisors. Whenever necessary, you will work in collaboration with other Agriterra employees in the region.

Agriterra is offering a full-time position for a period of one year, with the intention of extending the contract. If successful, you will spend the first three months becoming acquainted with the role at our headquarters in Arnhem. 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 28 May 2017, with a cover letter and curriculum vitae, by sending a mail to vacature@agriterra.org, for the attention of C.C. van Rij, MBA, agri-advice manager. If you require further information, you can also contact him by sending an e-mail to agriterra@agriterra.org.

Agriterra

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The power is to the organised!

Acquisition to this vacancy will not be appreciated.