



Business Advisor

- **Vacancy for:** 1
- **Posted on:** Aug. 11, 2017
- **Deadline:** Sept. 4, 2017, 11:55 p.m.

Basic Job Information

Job Category	: Accounting / Finance > Financial Control, Business Development/ New Accounts
Job Level	: Mid Level
Employment Type	: Full Time
Job Location	: Kathmandu
Offered Salary	: Negotiable

Job Specification

Education Level : Under Graduate (Bachelor)
Experience Required : More than or equal to 3 years

Other Specification

- You have minimum a Bachelor's degree in business economics, business management, agricultural economics, finance, or a similar field or Master preferred. Or, you have proven experience in working with farmer organizations.
- You have experience in and knowledge of one or more of the fields in which Agriterro achieves results, such as cooperative business development, market chain development, agricultural service provision, entrepreneurship, governance, and financial management.
- You have relevant practical knowledge and experience in the agricultural business and/or cooperative sector.
- You have a high level of proficiency in English and Nepali.
- You are computer literate (MS Office etc.).
- You are flexible, adventurous, no 9-5 mentality and willing to frequent travel and stay in rural areas (around 50% of your time).
- You have a pro-active attitude, continuously search for and work out new opportunities.
- You have an independent work attitude while at the same time being a team-player.
- You can handle the trust and freedom provided by Agriterro in carrying out your tasks as Business Advisor professionally and timely. You do not wait for orders, but take own responsibility for implementing activities by showing independence and leadership and through consultation of the team.
- You have high interest in your personal development. You search for possibilities to continuously improve your own capacity/skills.
- You are committed to smallholder farmers' economic development.
- You have strategic planning and thinking skills. You are able to advise the Agriterro team/management on issues relating strategic decision-making.
- You are enthusiastic, focused on results and service, and with adequate advisory or training skills.
- You are a good networker, excellent communicator, and an able negotiator.

Job Description

The local business advisor will work according to the 'Job description Business Advisor' and under the direct responsibility of the manager Agri-Advice in the Netherlands. He or she will work in close collaboration with the other business advisors for Nepal (currently 3 persons). The business advisor will be part of Agriterro's Asia team with offices in Nepal, Vietnam, Philippines, China, Indonesia, and Myanmar. 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!

Activities:

The business advisor will be part of the Kathmandu based team. Key activities are:

- 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.
- Facilitate and accompany peer-to-peer advisory assignments conducted by experts stemming from the Dutch agribusiness in support to farmers' organizations.

What Agriterra offers:

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 results. As a business advisor, you will be working under the direct supervision of the Agri-Advice Manager and will be part of the 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. Agriterra offers a sector competitive salary and good additional benefits. As Business Advisor, you receive a phone and laptop and will be connected to the Agriterra ICT systems. The duty station is Kathmandu where Agriterra has an office. You will frequently travel to the clients' locations (1-2 weeks per month at the office and 2-3 weeks per month in the field). The costs incurred for communication, travel, and accommodation during travel to clients will be reimbursed upon provision of receipts. Agriterra arranges health insurance for you and your family. Agriterra provides opportunities for personal development and at least one international travel per year.

TO APPLY:

Persons interested in this position are requested to submit their CV and motivation letter before **September 4** to singh@agriterra.org

Please do not send standardized motivation letters. Only those applicants who provide a fully personalized motivation letter that is written according to the job description are taken into consideration. For further information about Agriterra visit www.agriterra.org

OR,

Applying Procedure

Apply Link : <https://merojob.com/business-advisor-3/>

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