

Vacancy Announcement: Business Development Officer

JOB TITLE: Business Development Officer

TEAM: Regional (South & Central Asia)

LOCATION: Home based

PURPOSE: To build capacity of the Producer Organizations to access international markets and map supply chains.

REPORTING LINES:

Post holder reports to: Regional General Manager

Staff reporting to this post: None (Work through the Program officers in each territory)

BACKGROUND:

Network of Asia & Pacific Producers (NAPP) is the umbrella network organisation presenting Fairtrade certified producers and workers in Asia and Pacific. Established in 2013, NAPP aims to effectively represent producers and workers within the International Fairtrade system and provide services to them that contribute to the improvement of their livelihoods. The NAPP Board directs policy and strategic development of the organisation.

MAIN PURPOSE OF JOB:

The job holder is responsible for the identification and analysis of producers and member needs/requirements in South & Central Asia. He/she will be mapping, suggesting and facilitating value chain improvements and facilitating their improvements to ensure that the producers are able to access Fairtrade markets competitively and qualitatively.

He/she will take a lead in preparing informative brochures with necessary information for the National Fairtrade Organizations (NFO's). S/He will co-ordinate with the NFO's to improve visibility of the regions produces. S/He will oversee increasing targeted sales of the region's produce by devising strategies to approach and create the Fair-trade markets.

KEY PERFORMANCE AREAS

- Take initiatives to improve product quality of different value chains of different commodities.
- Conduct, facilitate and organize detailed trainings on product development, business skills enhancement for producers.
- Linkages made to commodity boards and other related government agencies
- Mapping and development of new supply chains
- Take Initiatives to support and engage traders
- Document supply chain interventions to support existing producer organizations
- Create and maintain real time database of product profiles

SKILLS AND KNOWLEDGE:

Minimum Academic Requirement and Qualification

- Bachelor's degree in Agriculture/Agribusiness,
- A post-graduate qualification will be an advantage.
- Expertise in working with agriculture commodity value chains of preferably Cotton/Rice/Fruits & Vegetables/Spices
- Knowledge and understanding of the Fairtrade system
- Experience of working with Farmer Producer Organization
- Exposure to value chain finance
- Experience in writing business plans/marketing plans
- Experience in working in multi-cultural teams.
- Good command of spoken and written English.
- Ability to write reports and develop work plans.
- Ability to speak preferably Hindi/Sinhala/Russian would be an added advantage.

Minimum Years of Relevant Experience

- At least 5 years' experience in similar position
- Frequent travel to the field is required.
- International travel is a must.

APPLICATION (Deadline 1st April , 2019)

Please send your CV's to hr@fairtrademapp.org.

Qualified applicants will be subjected to background checks as a pre-condition of employment.

This job description is intended as a guide and should not be viewed as an inflexible specification as it may be varied from time to time based on discussions with the post holder and the line manager. The post holder will be expected to work to agreed objectives, which should facilitate achievements of key responsibilities in accordance with the Performance Review Process.