Job Title: District Market Coordinator

Reference Code: FCI/RO/DMC/2020

Nationality: Rwandese

Location: Rwanda

Farm Concern International, FCI is an Africa-wide Agri-market development agency specialized in value chain analysis, profitable smallholder commercialization and market access. FCI’s experiential journey spans over a decade, and has been rolled out in over 9 countries in Africa, impacting over 18 million smallholder farmers and agro-pastoralists. FCI’s implementation approach for scale up is through The Commercial Village Model; an innovative mass marketing system designed for high impact among large numbers of smallholder farming households through a multi-value chain focus. FCI is a unique hybrid organization that blends dual dimensions of selected industry best practice from the private sector and development world.

FCI provides direct implementing expertise with expanded strategic partnerships dedicated to consortiums, development partners & programmes, contractors, and International Agencies. This blended approach creates opportunity for beneficial partnership between two distinctly divergent systems. This results in innovative market bridges between the formalized private sector, traditional informal markets and subsistent smallholders.

MAIN PURPOSE OF THE JOB:

This position is a project based position whereby the holder is expected to rollout the designated projects as per approved implementation schedule. The holder will ensure that the assigned project locality is highly coordinated and facilitated including; markets and business partnership, commercialization initiatives as well as input linkages translating to sales and incomes generation by FCI beneficiaries as per stipulated donor and other stakeholders’ requirements. The staff is supposed to ensure the project operates in tandem with all business and trade relations by effectively supervising various interventions as well as ensuring that all operations are well coordinated, documented and timely reports to the supervisor for sharing with stakeholders, donors and partners.

MAJOR RESPONSIBILITIES

1. Linking Private Sector partners to Commercial villages to provide various services.
2. Training of CVTFs and community leaders on project aspirations
3. Support the Monitoring, Evaluation and Learning (MEL) framework of the project specifically as it relates to agribusiness and marketing
4. Facilitate capacity building support to effectively mobilize and develop agribusiness opportunities for beneficiaries, project partners and other key market stakeholders
5. Develop and maintain a database of key market actors that can be used to further the projects objectives, particularly related to strengthening and expanding markets and market opportunities for locally grown horticultural produce
6. Facilitating weekly, monthly and quarterly Planning meetings for MTOs
7. Organizing monthly and quarterly review meetings (Virtual and Physical with minutes/proceeding, Staff Report reviews and Feedback
8. Development of Grant Status Report (GSR)
9. Liaise with colleagues, including the Agricultural Coordinator and external stakeholders to continuously identify and address market system gaps.
10. Facilitate market-driven linkages between relevant government agencies, agribusiness producers, consolidators, processors, exporters and other market actors to ensure effective partnerships and collaborations on agri-business and investment opportunities.
11. Introduction of various productivity enhancing technologies to improve household incomes and promote sustainable agricultural practices.
12. Develop activity design, training modules for all capacity building activities related to marketing and agribusiness
13. Mapping/ Identification of partners for consortium formation and joint fundraising
15. Participatory in budget development for quarterly and annual projections

PROFESSIONAL REQUIREMENT/ COMPETENCIES

1. At least 3 years’ practical experience in the implementation of projects on agribusiness, agri-based livelihoods, entrepreneurship and value chain development at the field level
2. Experience in agribusiness development, and Horticultural marketing.
3. Technical skills and experience in the areas of agriculture, agribusiness and/or economic growth. Agriculture background is highly desired.
4. Experience in the field of market-led, agricultural development.
5. Demonstrated innovation and success in team participation and mentoring, staff capacity building, and participatory
6. Proven experience delivering agriculture focused programme to improve livelihood and reduce poverty of smallholder farmers in Rwanda

JOBS SKILLS AND PERSONAL ATTRIBUTES

1. Strong customer focus and problem solver
2. An adaptable and flexible self-starter, with the capacity to find innovative ways to manage issues and challenges
3. Experience working and collaborating with diverse sets of stakeholders, including private sector (financial institutions, exporters, buyers, traders), private sector research institutions, donors, governments and producers;
4. Detail oriented and able to efficiently and accurately manage budgets; and Maintain high level of integrity and confidentiality
5. Should have a good track record and of unquestionable integrity
6. Ability to work calmly under pressure to deliver as part of a team
7. Fluent in Local languages and English.

Applications should be sent to hr@farmconcern.org by 18th March, 2020 stating the reference code and Job Title on the subject line. The shortlisting will be ongoing as applications are received.