

MANAGING DIRECTOR: ATHARI AFRICA

Developing and upskilling 10 million farmers and agribusiness startups

ABOUT THE AFRICAN AGRI COUNCIL

The African Agri Council NPC (AAC) is a pan African institution that promotes the development of sustainable food and agriculture in Africa. We are a network of key stakeholders connected to Africa's entire food and agriculture business value chain. www.agricouncil.org

JOB DESCRIPTION

The African Agri Council is looking for a Managing Director to head the Athari Africa Department. The Athari Africa Project was launched to develop and upskill 10 million African farmers and agribusinesses startups across the agrifood value chain.

The Managing Director: Athari Africa will be responsible for rolling out the Athari Africa Project across the continent as well as hiring within the department and smart outsourcing to compliment the team's expertise.

KEY DUTIES WITHIN THE DEPARTMENT

- Develop policy guidelines for the Athari Africa Department
- Business development and management of the Athari Africa Project's logistics, finances, IT and HR requirements
- Support the development and management of the strategic roll out of the Athari Africa Project across the African continent
- Proposal writing and fundraising
- Conduct feasibility study of dedicated agrifood value chain in Africa
- In-depth analysis of regional value chains and agro-processing assessment
- Identify and profile agricultural value chains with potential for commercial development in Africa
- Assess the needs of private sector businesses across the agrifood value chain in Africa
- Develop agricultural programmes to address investment constraints
- Support agribusinesses and link farmers to markets strategies
- Design concept documents to increase commercial banks and financial institutions' contribution to emerging farmers and agribusiness startups
- Support the development of integrated agricultural development finance policy frameworks for Departments of Agriculture in Africa

- Promote trade-enhancing strategies in cooperation with the continent's development institutions and governmental organisations
- Contribute to regional and international value chain integration strategies for African agribusinesses
- Develop high-value agricultural projects for Agro-Industrial Zones
- Develop integrated development plans and institutional mechanisms to commercialise farms and facilitate agricultural inclusivity
- Project planning and feasibility studies of bankable projects for development organisations and private sector entities, to facilitate finance for agricultural projects and farmers
- Develop and design new Athari Africa programmes to develop and upskill African agribusinesses and farmers
- Develop and design new training materials for the Athari Africa programmes to develop and upskill African agribusinesses and farmers
- Manage a portfolio of existing and new agricultural projects
- Develop and implement African and international market strategies
- Conduct detailed viability and feasibility studies on a wide range of agriculture topics
- Conduct financial and economic analysis and monitor agricultural and agro-industrial projects.
- Develop cost-benefit analyses and gross margin analyses for agribusiness startups
- Forge ties with international market players for the export of African high-value products
- Provide detailed market analysis and information on local and international production, consumption and trade

PROJECT PLANNING, FINANCING AND MANAGEMENT

- Budget & Business planning, development and project management
- Team management and smart outsourcing - Recruit, contract and manage consultants and partners for specific tasks
- Stakeholder engagement and relationship management
- Build and manage a team of mentors/coaches for agribusiness startups
- Research analysis and reporting
- Conduct economic evaluation and financial analysis for agricultural projects
- Design project plans and execute feasibility studies of bankable projects
- Coordinate the development of business plans and facilitate applications for financing/ investment
- Evaluate grant applications and support application processes
- Provide insights and inputs on various projects under design by our partners and members

- Advised farmers and agribusiness startups on export promotion and market access strategies
- Planning of agricultural, agro-industrial, agro-tourism, downstream-processing and value-adding projects
- Launch projects based on unique technologies, ideas and trends
- Develop marketing plans and end market strategies
- Market research in both local and regional markets

REQUIRED EXPERIENCE & ATTRIBUTES:

<ul style="list-style-type: none"> • Bilingual or multilingual (English, French, Portuguese) • Agricultural economics and finance • Agricultural policy • Agronomy, aquaculture, mariculture horticulture and fisheries • Animal production science • Climate smart agriculture • Food and process technology • Forestry • Human resources recruitment • International, regional and local marketing • Regional and international trade 	<ul style="list-style-type: none"> • International quality standards • Irrigation and water management • Land-use planning • Nutrition • Organic production • Post-harvest technologies and solutions • Smallholder agriculture • Agribusiness startups • Soil science • Value chain analysis and development • The identification and development of regional and international markets
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SOME OF THE BENEFITS

- Basic competitive salary
- Bonus
- Regular travel and discovery of new cultures, people and food systems
- Hybrid working conditions

To be considered for the position, please submit your application to hr@agricouncil.org. Only qualified candidates will be contacted for the next phase due to the expected large number of applicants. Thank you for your interest, and we look forward to hearing from you.

African Agri Council NPC Team