



Job Description: Senior Consultant Agric Development Africa

Sense works on development of the agricultural sector across Africa. We are looking for:

- A Senior Consultant based in EU, working out of Dublin
- A Junior or Senior Consultant working out of Durban, South Africa
- A Senior Project leader based in Bobo Dioulasso, Burkina Faso for a new 3-year program
- Two Agric Development experts based in Bobo Dioulasso, Burkina Faso a new 3-year program

The Senior Consultant position is based in Dublin, Ireland with frequent travel into Africa and North West Europe. Our current clients are major donors in the development sector e.g. The World Bank, GiZ (German Development Corporation), Dutch Ministry of Foreign Affairs, USAID or Irish Aid. We mostly work in West Africa.

We work on many crops including fruits, nuts, livestock, cereals, cassava, forestry etc. on production, processing and marketing. Activities include:

- Visiting importers in the EU to convince them to work in Africa
- Representing the company on trade-fairs, congresses
- Visit our clients in Europe
- Finding appropriate agri-processing equipment
- Researching good agricultural practises for specific crops
- Telephonic interviews with businesses and experts
- Interviewing farmers, processors, traders in Africa
- Profitability calculations on farms in Africa & economic modelling
- Speaking to banks about agricultural finance
- Data analysis & report writing
- Policy advice for development projects
- Business plan development for farms, input dealers, mechanisation service providers etc.
- Training material development & conducting trainings in field

We are looking for action oriented, enterprising people with good analytical and report writing skills, who enjoy finding out new information, solving puzzles and understanding new sectors.

We are looking for people with experience in development and agricultural consulting, or business consulting.

You have to be a good communicator and speak fluent English and French or be able to improve on your French within a short space of time, for which we will make funds available.

We are particularly interested in people who **in addition to consulting experience** have work experience as farm managers, supply chain managers for agric companies, Bankers in the agric sector, agri-processing engineers, sales for agric products, procurement of agric commodities

Min 10 years of relevant work experience in full time jobs, part of which should be in private sector.

Masters degree required in Business Administration, Economics, Development Studies, Agricultural Engineering, agronomy or related degrees.

Salary depends highly on the experience and language skills you bring.

Job Types: Full-time, Permanent

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