

## Program Officer, Market Access Program

The Alliance for a Green Revolution in Africa (AGRA) is a not-for-profit organization formed in 2006 to work with African governments, farmers, donors, NGOs and the private sector to reduce hunger and poverty in Africa through agricultural development targeted at resource poor farmers. AGRA has its headquarters in Nairobi, Kenya and an office in Accra, Ghana.

AGRA is seeking to recruit an exceptional and experienced individual to fill the position of Program Officer, Market Access Program, for the Southern Africa region. The Program Officer will manage a significant budget to develop and implement a holistic and impact-driven strategy to link African smallholder farmers to markets and create opportunities for economic transactions that generate income. The position will be based in Nairobi and will report to the Director, Market Access Program.

### Specific responsibilities will include:

- Developing, implementing and up-scaling agricultural output market access approaches that directly benefit smallholder farmers;
- Developing an approach to reform national and regional policies and institutions to facilitate agricultural market development and trade;
- Developing and supporting innovative value chain approaches that increase the participation of smallholder farmers in local, regional and global trade flows;
- Identifying, supporting and guiding efforts that enable smallholder farmers to sell their products and capture value from downstream activities;
- Leading efforts to facilitate economic transactions between value chain players and smallholder farmers in Africa.
- Developing and supporting multi-disciplinary networks of individuals and organizations that promote linking smallholder farmers to markets; and
- Developing and supporting programs for training the next generation of agri-business leaders in Africa.

### Key qualifications:

- An advanced degree in Business, Agricultural Economics or related discipline;
- 5 years experience leading agri-business and development efforts in Africa;
- A solid understanding of agricultural markets, commodities and higher value products, as well as understanding of farmer incentives influencing adoption of technologies and market linkages;
- Sound knowledge of, and experience in agricultural trade development at national, regional and/or international levels and a sound understanding of underlying demand and supply challenges in Africa; and
- Excellent interpersonal, diplomatic and networking skills and should be comfortable working in a multicultural environment.

To apply, please submit your application with a detailed CV, stating your current position, remuneration, e-mail and telephone contacts, quoting reference number PO-MA-10/09 on both the application letter and envelope. To be considered your application must be received by 30th October 2009 addressed to:

Director - Executive Selection Division  
Deloitte Consulting Ltd  
"Kirungii", Ring Road, Westlands  
P.O.Box 40092, 00100 Nairobi

Tel.: +254 (0) 20 423 0000, +254 (0) 20 444 1344  
Fax: +254 (0) 20 444 8966  
Email: [agra@deloitte.co.ke](mailto:agra@deloitte.co.ke)

For more information, applicants can visit the AGRA web site [www.agra-alliance.org](http://www.agra-alliance.org).

Deloitte refers to one or more of Deloitte Touche Tohmatsu, a Swiss Verein, and its network of member firms, each of which is a legally separate and independent entity. Please see [www.deloitte.com/about](http://www.deloitte.com/about) for a detailed description of the legal structure of Deloitte Touche Tohmatsu and its Member Firms.