



Candidate Brief

Agricultural Value Chain Expert

CABI - Africa

May 2015



CABI BACKGROUND

CABI (www.cabi.org) is a not-for-profit development-led organization supported by a solid scientific research base and a world class publishing service. Our mission is to improve people's lives worldwide by providing information and applying scientific expertise to solve problems in agriculture and the environment. Our work increases food security and protects biodiversity.

We have over 500 staff based in 16 countries. We have offices in Brazil, China, Ghana, India, Kenya, Malaysia, Pakistan, Switzerland, Trinidad & Tobago, the UK and the USA.

CABI is an intergovernmental organization that can trace its origins back to 1910. Our mission and direction are influenced by government representatives from our 48 member countries who help guide the activities we undertake. These include scientific publishing, development projects and research, and microbial services. We are also leading a major new initiative, Plantwise, which aims to improve food security and the lives of the rural poor by reducing crop losses.

CABI's Knowledge Business

We produce key scientific publications for the global research community, including CAB Abstracts, the world-leading database covering agriculture and environment, and Global Health - the definitive bibliographic database for public health information. We also publish multimedia compendia, books, eBooks and full text electronic resources aiming to further science and its application to real life. Our Knowledge Business also supports our international development mission with the creation of innovative information solutions and appropriate technologies to transfer knowledge to farmers and extension workers. Behind each of our products is a team of subject specialists committed to delivering the most relevant and authoritative information to users worldwide.

Development projects and research

Our staff research and find solutions to agricultural and environmental problems. We use science, information and communication tools to help solve issues of global concern. Our work is arranged around four core themes:

- **Commodities** – we work to enable smallholder commodity farmers to compete in global markets. We diagnose and control plant pests and diseases, and help farmers get a better price for their crops. We work on crops such as coffee, cocoa, wheat, rice and cotton.
- **Invasive species** – we are helping to reduce the spread and impact of invasive weeds such as Japanese Knotweed, water hyacinth and insects such as coffee berry borer and cocoa pod borer. We also advise countries at a policy level about agriculture, trade and the environment.
- **Knowledge for development** – we work with farmers, extension workers, researchers and governments to deliver agricultural knowledge and develop communication strategies and systems.

Microbial services

We manage one of the world's largest genetic resource collections, the UK's National Collection of Fungus Cultures. We conduct microbiological identifications, provide cultures for sale, and offer preservation and consultancy services. We are also screening our collection, looking for natural products such as antibiotics, vitamins and enzymes.

Plantwise

Plantwise is a global programme, led by CABI, to increase food security and improve rural livelihoods by reducing crop losses. Sustainable networks of local plant clinics provide farmers with practical plant health advice, reinforced by the Plantwise Knowledge Bank, an online gateway to plant health information. Working in close partnership with relevant actors, Plantwise strengthens national plant health systems from within, enabling countries to provide farmers with the knowledge they need to lose less and feed more. www.plantwise.org



THE ROLE

Job title:	Agricultural Value Chain Expert
Salary range:	Commensurate with Skills and Abilities
Grade:	HAY Band 6
Reporting to:	Deputy Director, Research
Direct reports:	None
Key peer group:	Project managers and Senior Scientists in CABI, Africa and other CABI Centres worldwide
Location:	Nairobi, Kenya or Accra, Ghana

Purpose of the role

CABI's Member Governments have identified agricultural trade as a priority area and have asked CABI to help them to improve their trade potential. The agriculture sector produces food and raw materials for local, regional and international markets and many countries in Africa derive significant income from such agricultural exports but many developing countries are losing out on trade opportunities as they cannot produce to required quality, quantity, safety standards and continuity of supply that the market requires. Much of the produce is from smallholdings and by enhancing the competitiveness and market orientation of these value chains, smallholder livelihoods can be improved. This requires different players to share and apply knowledge and new technologies. We take agricultural value chains to mean actors connected along a chain producing, transforming, and bringing agricultural goods and services to end-consumers thus adding value through a sequenced set of activities.

The job holder will become part of the CABI team working on commodity value chains. He/she will be expected to work on and lead projects in Africa under the Trade and Commodities theme. They will also work with staff in other regional centres, contributing to CABI's global work. Based on their expertise and experience, they will have the opportunity to develop and manage new business in this area.

Key Accountabilities

- Develop/implement/manage projects and activities in Africa aimed at strengthening agricultural value chains and improving rural livelihoods
- Forge close working relationships with project partners and beneficiaries including government policy makers
- Develop new business for CABI in the area of agricultural commodity value chains through responding to calls for proposals, developing opportunities with existing and new donors, and helping to leverage support from the private sector
- Build and maintain collaborative relationships with other organisations in the private and public sector pursuing similar or related goals
- Work with other members of CABI's Trade and Commodities worldwide to develop value chain activities in other regions of the world, providing specialist input in the candidate's area of expertise
- Communicate project results through high quality written outputs including papers for scientific audiences and presentations documenting and analysing achievements and lessons learned, targeting national, regional and international audiences
- Undertake tasks as may be directed by the line manager



CANDIDATE PROFILE

Knowledge & Skills

- Strong knowledge of the stakeholders in the agricultural sector
- Strong interpersonal, communication and network skills
- High level of demonstrated competency in developing and implementing effective strategies, business plans and budget management
- Demonstrated ability to nature and/or build effective partnerships with different partners
- Proven ability to work in a cross-cultural and multidisciplinary environment
- Fluency in English essential, with language skills in French desirable
- Computer literate with additional expertise in statistical or other similar software is desirable
- Use of ICT in value chains
- Ability to organise farmers into business organisations, including linking them to markets

Education & Qualifications & Experience

- Postgraduate degree in agriculture required, preferably with specialisation in agribusiness
- At least 10 years' experience on applied research and development particularly in developing countries is essential

Personality Characteristics

- Ability to work effectively with a wide range of partners in the commercial sector, research organisation and government
- Ability to work in a team or independently as necessary
- Capacity to handle a demanding workload, including considerable travel within Africa, and beyond
- Entrepreneurial and business-minded approach to development
- Strong analytical mind and willingness to learn
- A passion for international development and end-product focus
- Ability to help manage and motivate staff, build effective teams and encourage individual development and growth
- Ability to work both persuasively and diplomatically in a team-based environment with a high degree of complexity and ambiguity

Special Circumstances

- Willing and able to travel away from home base and office for considerable periods.

NOTE

This job description is not intended to be exhaustive. It is expected that the post holder and CABI will adopt a flexible attitude and accept that the duties may have to be varied according to circumstances, in particular changing corporate requirements and individual development needs.



EQUAL OPPORTUNITIES

CABI is an equal opportunities employer and welcomes applications from candidates irrespective of age, gender, race, colour, nationality, ethnic or national origin, disability, religion, sexual orientation or marital status. No applicant will be disadvantaged by conditions which cannot be shown to be justified and selection will be based on merit.

By taking the [CABI Equal Opportunities Survey](#) you will be helping us to follow best practice recommendations that employers should monitor selection decisions to assess whether equality of opportunity is being achieved. Please follow the link to take the survey.

(If the link does not work please cut and paste the following URL into your web browser http://www.surveymonkey.com/s/CABI_Equal_Opportunities_Survey)

The information in the survey will be treated as confidential and used for statistical purposes only, forming no part of the selection process. This information will be received separately from your application.

HOW TO APPLY

To apply please send the following to recruitment@cabi.org quoting Job Reference **48/2015** and state where you saw this advertisement:-

- 1) a covering letter describing in full how you meet the candidate profile, and to include details of your current remuneration;
- 2) a full Curriculum Vitae;
- 3) the names and contact details of three referees, one of whom must be your current or most recent employer – referees will not be contacted without your prior permission

Please note there is no set closing date for this post; we will continue to advertise it until it is filled

