

Candidate Brief

PPP Development Manager

CABI office Leusden, Netherlands

December 2016



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:	PPP Development Manager
Salary range:	competitive for a Not-for-Profit organisation
Grade:	Hay Band 7
Reporting to:	Strategic Partnerships Director
Direct reports:	No direct reports
Key peer group:	Head Partnership Development – the Americas, Strategic Business Development Program Manager, Marketing group, International Sales Team, Project Development Officers
Location:	CABI office Leusden, the Netherlands

Purpose of the role

The PPP Development Manager will play a key role as a member of CABI's fund raising team, focusing on developing CABI's portfolio of Public-Private Partnerships (PPP). Reporting to the Strategic Partnerships Director (SPD), you will take a leading role for engaging with private sector key accounts for CABI, in particular in Europe, and coordinate CABI's PPP fund raising efforts in response to agri-business development needs / opportunities in CABI's member countries in particular.

This position will contribute to driving the performance of the organization, supporting the engagement of senior CABI staff with its funders and contributing to the funding pipeline of CABI's main programmes and initiatives, in particular in developing countries.

Key Accountabilities

- Research, develop and manage significant new Public-Private Partnerships, in particular with European-based public and private sector, in support of CABI's international development themes, and in conjunction with CABI's key account strategy
- Conceptualise and implement work processes to significantly grow CABI's PPP portfolio. Develop strategic partnerships with private sector entities that fit well with CABI's goals and objectives. Demonstrate quick wins.
- Ensure representation of CABI at relevant events, to raise CABI's profile and seek opportunities for engagement and building relationships with key / potential private sector collaborators
- Maintain a detailed knowledge of market and competitive position through keeping CRM up-to-date accurately and manage adequate archiving of key documentation including funding agreements in SharePoint. Support the SPD and work in conjunction with the group marketing function to plan and implement tactical marketing activities



CANDIDATE PROFILE

The appointed candidate will have extensive experience at senior level in business development coordination and a keen interest in identifying key opportunities for new business development in Europe. Working alongside colleagues in both commercial and the individual business units, you will support plans to grow CABI's PPP pipeline, thereby contributing to the achievement of operational and strategic objectives.

Qualifications

- Academic and/or international private sector background, relevant to agri-business development
- Demonstrable experience in successful business development with either development agencies, funding bodies, academia and/or private sector in Europe
- Fluency required in spoken and written English plus one other European language (French and/or German)
- Computer literacy required, fluent with MS packages, experience with Customer Relation Management systems desirable

Previous experience

- Experience of working with government departments / in government sector (essential)
- Experience of working with private sector (essential)
- Experience of project work in / with developing countries (desirable)
- Experience of working in a cross cultural and multidisciplinary team environment (desirable)

Personal characteristics

- Excellent interpersonal, communication, negotiation and presentational skills - articulate, persuasive and confident
- Good networker, focused on building excellent professional relationships and client management
- Proven ability to deliver and prioritise against deadlines
- Financial and business acumen
- Ability to collaborate in a matrixed environment
- A team player with a highly collaborative approach
- Both agile and organized: disciplined with regards to planning and delivery of objectives
- Flexible and pragmatic, yet ambitious
- Eager to learn
- Willingness to travel globally, up to 10 weeks pa

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.

SECONDMENT

This role may be filled on secondment from the corporate sector or from other large international development organisations. To discuss a secondment opportunity, please contact Neil MacIntosh, HR Director, at n.macintosh@cabi.org

HOW TO APPLY

To apply please send a covering letter detailing how you meet the candidate profile and a full CV quoting Job Reference 53/2016 to recruitment@cabi.org Please state where you saw this advertisement.

Please note that a psychological test will be part of the selection process

Please note closing date for receipt of applications is Monday 16th January 2017

