



Job Role: Senior Specialist – Agricultural Market Systems

Location: Nairobi, Kenya

Job Reference: SSM/IMT/07/2024

AGRA and its Work to Transform Agriculture

AGRA is an African-led institution that actively supports the drive towards inclusive agricultural transformation and sustainable food systems. We do this by empowering the continent's 33 million smallholder farming households to transform their agriculture from a struggle to survive to profitable businesses. The continent's farmers regularly face challenges, and we aspire to provide uniquely African solutions that respond to their agricultural and environmental challenges, leading to increased harvests for reduced hunger and more income.

Working in alignment with the development priorities of our focus countries, we enable farmers to access improved and high-yielding seeds, gain knowledge on sustainable farming, and linkages to profitable markets. In our work, we aspire to build the alliances, partnerships, and networks required to drive an inclusive agricultural transformation. We work with our partners to create an equitable youth-friendly environment that harnesses the youth dividend on the continent to drive growth and facilitate open employment opportunities for young women and men. We achieve our key objectives through a focus on the following four areas of intervention:

1. Policy and state capability - We support governments in creating an enabling environment for private sector involvement in agricultural transformation.
2. Seed systems – We trigger higher productivity by increasing the availability and access to improved seeds by farmers allowing them to increase their harvests for food security and better incomes.
3. Sustainable farming – We support farmers in building resilient farming systems for sustained high yields through interventions such as mechanization and irrigation.
4. Inclusive markets and trade – We work to increase the linkages between farmers, and other market actors for a positive, sustained cycle of commercialization and reinvestment.

Why Join Us?

People are the heartbeat of our organization and remain the true drivers of our delivery, impact, and success. We have cultivated a workplace that fuels Depth in Collaboration, Excellence in Execution, Constructive Engagements, and a spirit of being Increasingly Entrepreneurial; all underpinned by our cherished I-RISE Values (Integrity, Respect, Innovation, Stewardship, and Equity)

We work with incredible people and partners who have roots in farming communities across the African continent combined with an inclusive, diverse, and talented workforce from over 25 nationalities. Our commitment to a call to action goes beyond ourselves as we arise to catalyze African Food Systems transformation and improve the livelihoods of smallholder farmers.

We are looking for people who are passionate about being part of a mission-driven team that is making a real difference on the continent; love to work on cutting-edge Ag technologies; and can grow their skills, and expertise, and experience career growth, while enjoying very competitive compensation and benefits.



Are you ready to embark on this exciting transformative journey with us?

The Position

Senior Specialist – Agricultural Market Systems Job Reference: **SSM/IMT/07/2024**

Fixed Term: 24 Months

The ideal candidate should possess deep expertise in agricultural market systems, with a proven track record in designing, implementing, and managing market-oriented interventions that promote inclusive economic growth and strengthen agricultural value chains. This role offers an exciting opportunity to lead strategic initiatives, collaborate with diverse stakeholders, and drive impactful change in the agricultural sector.

Key Duties and Responsibilities:

- Lead a constraints analysis to determine specific value chains with intra-regional and international export potential.
- Lead the design and implementation of agricultural market systems development programs and interventions aimed at enhancing market access, competitiveness, and resilience of agricultural value chains
- Provide private sector development and regional trade technical assistance to project teams, and cross-border agricultural value chain actors involved in climate-resilient staple crops, nutrient-rich horticulture, and livestock.
- Identify and promote opportunities for value-added production, in addition to basic commodities.
- Provide technical assistance and guidance to local partner organizations to enhance productive capacities, quality standards and facilitate cross-border trade.
- Develop and support scaling of in-country smallholder farmer sourcing models and enhanced value addition and agro-processing capabilities/technologies of SMEs.
- Support activities in cross-border cooperation and infrastructure development including technical assistance, coordination, leveraging additional resources, and strengthening partnerships with private and public stakeholders.
- Assist in leveraging private investments and access to finance for key value chains to enhance capacity to respond to new regional and international market opportunities.
- Provide technical support to increase the participation of youth and women in high-value commodities and value-added products.
- Develop and manage partnerships with key stakeholders including development partners, government agencies, NGOs, private sector actors, and local communities to foster collaboration and leverage resources for sustainable market development.
- Contribute to knowledge management and learning initiatives by documenting best practices, lessons learned, and innovative approaches in agricultural market systems development.
- Represent the organization in relevant forums, conferences, and meetings to promote knowledge sharing and advocate for inclusive market systems development.



Key Qualifications and Experience Required:

- Master's degree or equivalent in Agricultural Economics, Agribusiness, International Development, Economics, or a related field.
- Progressive experience in designing, implementing, and managing agricultural market systems development projects, preferably in developing countries.
- Proven expertise in value chain analysis, market assessments, private sector development, and inclusive business models.
- Strong analytical skills with the ability to synthesize complex information and generate actionable recommendations.
- Excellent project management skills, including budgeting, planning, and monitoring.
- Demonstrated leadership and interpersonal skills with the ability to effectively manage teams and collaborate with diverse stakeholders.
- Fluency in English is required; proficiency in other languages, particularly French ~~or Spanish~~, is a plus.
- Commitment to promoting sustainable development, resilience, and gender equality in agricultural market systems.

If you believe you are the right candidate for this position, kindly submit your application with a detailed CV (including your e-mail and telephone contacts) to recruit@agra.org. Please quote the job reference number in the subject line of the application e-mail.

Applications must be received on or before 26th July 2024. Due to the large volume of applications received, only shortlisted candidates will be contacted.

For more information on the AGRA, visit www.agra.org.

AGRA is an Equal Opportunity Employer