

VACANCY ANNOUNCEMENT

TRADE OFFICER- AGRIBUSINESS

Global Communities is a global development organization committed to working in partnership with communities worldwide to bring about sustainable, impactful changes that improve the lives and livelihoods of the vulnerable.

Global communities is seeking for a qualified **Trade Officer – Agribusiness** to be based in Dar-es-Salam for a five-year USDA funded Agribusiness Investment for Market Stimulation (AIMS) program designed to bolster trade by increasing access to finance and expand markets for small and medium agribusiness enterprises operating in Kenya, Tanzania and Malawi.

S/he will assist the Trade Specialist in mapping out strategic value chains and in identifying gaps where project strengths can be applied to streamline the chain of commercialization and expand the value and volume of Tanzania's agribusiness trade. S/he will participate in linking operators under a business case framework that augment likelihood of attracting bank financing appropriate for operators in their value chain---using tools of finance, ICT, and market-driven collaboration.

The Trade Officer will tie in necessary capacity building in finance and marketing, as well as galvanize and introduce business service support, to increase loans from institutional lenders to agribusiness operators. He/she will support AIMS program to expand trading platform efficiency through integration and broader price diffusion. He/she will support AIMS trade fair participation and related workshops on market opportunities. The Trade Officer will take the lead along with the Tanzania-based credit officers in formalizing the network of business service providers and in increasing agribusiness loans resulting from their more active role assisting agribusiness

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Map key enterprises, production zones of the targeted value chains, organizations, venues and commodities.
- Develop and understand key value chain linkages and promote more efficient aggregation and distribution channels.
- Stimulate value chain integration able to meet end market demand and expand trade volume.
- Organize AIMS business to business fora opportunities including trade fairs with partner organizations.
- Organize and coordinate business advisory services for agribusiness SMEs.
- Represent the program at designated trade fora.
- Conduct regular visits to worksites to monitor the development and implementation Ensure trade related program databases are up to date.
- Develop and contribute to regular reports to monitor and share updates on progress.
- Support the documentation of program learning throughout the life of the program.

- Together with partner MIS provider develop publicity material for MIS public awareness campaigns.
- Maintain strict confidentiality of all privileged information on human resources and fiscal matters .
- Assist with any other duties as required by Supervisor /senior management.
- Work with Partners and adapt GC policies and procedures to the local context as well as adhere to the office standards of professionalism.

EDUCATION AND QUALIFICATIONS

- Bachelor's degree in Agriculture, Agricultural Economics, Agribusiness.

SKILLS AND EXPERIENCE

- At least 2 years experience in agricultural trade facilitation and investment .
- Familiar with value chains, gaps and deficiencies, and services/linkages.
- Marketing and Trade work in previous assignments.
- Experience providing Business Development Systems and market facilitation to SMEs.
- Experience in SME capacity building and SME credit linkages.
- Excellent understanding of Market Information Systems.
- Computer skills and a working knowledge of statistical software.
- Training experience on agribusiness marketing and finance.
- Familiar with business service provider networks and linkages to agribusiness operators.
- Demonstrated ability to work constructively in a team and negotiate solutions.
- Demonstrated understanding of challenges and opportunities facing Agro-SMEs in Tanzania.
- Advanced interpersonal communication skills, relationship building and organization skills.
- Strong Presentation Skills.

LANGUAGE SKILLS

- Excellent command of English and Kiswahili languages including written and spoken

WORKING CONDITIONS

- Based in Dar es Salaam office; travel within and outside the country as required to perform duties;
- Able to work at a computer keyboard for extended periods of time.

Apply via email to: **tzinfo@globalcommunities.org** Please Quote the position title on the email subject while sending your application, attach your CV and cover letter, to be received **not later than 10th November 2017**.

Global Communities is an equal opportunity employer.