

## Mechanization & Agri-Business Development Specialist for Africa

We are seeking a dynamic, results-oriented, Mechanization & Agri-business Development Specialist, with a strong background in business models and development, market studies/research and public-private partnership in relation to mechanization and sustainable intensification. The position contributes to and draws on the experiences of a large multi-disciplinary research-for-development team working on farm mechanization and sustainable intensification with a focus on evaluating, demonstrating and viably delivering small-scale mechanization and sustainable intensification options to smallholders of Eastern and Southern Africa.

The International Maize and Wheat Improvement Center, known by its Spanish acronym, CIMMYT®, is a not-for-profit research and training organization with partners in over 100 countries. Please refer to our website for more information: [www.cimmyt.org](http://www.cimmyt.org)

The selected candidate will work as a member of CIMMYT's Socio-Economics Program (SEP) in close collaboration with CIMMYT's Global Conservation Agriculture Program (GCAP). The selected candidate will be based at CIMMYT Addis Ababa office, Ethiopia, but will travel frequently, including to other project countries (Kenya, Tanzania, Zimbabwe, Malawi, Mozambique) and other regions where CIMMYT is involved in similar projects (Mexico, Bangladesh, India, Nepal).

### Specific duties of this position include:

- Agribusiness support to machinery manufacturers and importers and providers of intensification options.
- Assess small-scale mechanization and sustainable intensification opportunities with special emphasis on service demand and supply at both country- and site-specific levels, including market and financial analysis and demand assessment and agri-business implications.
- Develop new (or upgraded) commercially viable (unsubsidized) business models and associated development strategies to deliver mechanization and intensification options to smallholders.
- Assess and enhance the performance of the new (or upgraded) business models and development strategies.
- Train trainers in financial and marketing management of agribusinesses.
- Develop appropriate financial products targeting rural service providers and smallholders.
- Enhance the development of promotional materials and marketing strategies by the private sector for small scale mechanization and sustainable intensification.
- Diagnosis of national and regional institutional constraints in the delivery of small-scale mechanization and intensification options to smallholders and formulation of policy options.
- Seek, build and strengthen partnerships with public and private institutions for greatest adoption of small-scale mechanization and intensification options by smallholders.
- Assist project and CIMMYT management in any other matters as and when required.

### We are seeking candidates with the following academic qualifications, skills and attitudes:

- PhD in agribusiness, agricultural development, or a related field, preferably linked to the mechanization sector, from a well-recognized university. Candidates with an MSc/MBA degree, but with extensive experience in mechanization or agri-business development in sub-Saharan Africa, will also be considered.
- At least five years of experience in mechanization or agri-business development.
- Experience with public-private partnerships.
- Experience in developing viable (agri-)business models and strategies and the associated market and financial analysis.
- Management experience in complex, multidisciplinary research or development projects.
- Good partnership skills, including ability to deliver effectively and moderate meetings with partners.
- Familiarity with the agricultural development and technology delivery issues in sub-Saharan Africa.
- Experience and knowledge of mechanization sector and sustainable intensification policy issues, constraints, ongoing initiatives and institutional arrangements in sub-Saharan Africa.
- Excellent written and verbal communication skills in English.
- A high degree of personal organization and ability to multi-task and to work under pressure and travel extensively.
- Ability to work with different nationalities, disciplines and educational levels, as a member of a diverse work team.

We will offer an initial contract for 3 years, which may be renewable subject to continued need and funding for the position and performance of the staff member. Our internationally competitive salary and benefits include housing allowance, car, comprehensive health and life insurance, assistance for children's education, paid vacation, annual airfare, contribution to a retirement plan, and generous assistance with relocation shipment.

***CIMMYT is an equal opportunity employer. It fosters a multicultural work environment that values gender equality, teamwork, and respect for diversity. Women are encouraged to apply.***

To apply for this position, please email cover letter and CV to Human Resources, CIMMYT (Email: [irsrecruitment@cgiar.org](mailto:irsrecruitment@cgiar.org) / Please indicate Position Reference number: **12312** in the header of your email). Please apply by **Monday, 13 May, 2013** – although the position may remain open till filled. For further information on the selection process, please contact Guillermo Flores, Staffing Specialist, at [g.flores@cgiar.org](mailto:g.flores@cgiar.org).

***Please note that only short-listed candidates will be contacted.***