

Seed Business Development Specialist

We are seeking a dynamic, results-oriented, Seed Business Development Expert for Sub-Saharan Africa (SSA), with a strong background in the assessment and development of seed markets and businesses from an African perspective. The position focuses on seed business development in eastern and southern Africa (ESA), with particular emphasis on the assessment and development of markets for improved stress-tolerant maize seed and associated capacity strengthening efforts and backstopping of collaborating seed companies. The position contributes to and draws on the experiences of a large multi-disciplinary research for development team that develops and deploys improved stress-tolerant maize seed for SSA with public and private partners. In particular this position will support the Drought Tolerant Maize for Africa (DTMA) and Improved Maize for African soils (IMAS) projects and focus on DTMA and IMAS products and markets. The selected candidate will work as a member of CIMMYT's Socio-Economics Program (SEP) in close collaboration with CIMMYT's Global Maize Program (GMP).

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

The selected Scientist will be based at one of the CIMMYT regional offices in eastern and southern Africa (Nairobi, Addis Ababa or Harare), but with frequent international travel, including other CIMMYT and DTMA and IMAS partner locations.

Key responsibilities of this position will be:

- Agri-business and strategic management support to associated seed companies producing and marketing improved stress-tolerant maize seed in ESA, particularly DTMA and IMAS products.
- Assess maize seed business opportunities in ESA delivery countries with special emphasis on demand and supply of stress-tolerant maize seed, including seed market intelligence, demand assessment, and development of associated tools.
- Provide information and networks on seed market development on the advantages of stress tolerant maize in ESA.
- Identify, support and enhance market development strategies for stress-tolerant maize seed in ESA, including branding and targeting options, business models, scaling up/out.
- Identify bottlenecks affecting seed market development for small and emerging seed companies in ESA
- Identify needs and opportunities for capacity strengthening of associated seed companies and community based seed organization and plan and implement capacity building strategy for enhancing seed business and marketing skills.
- Enhance access to business development services (e.g., financial services, certifying agencies, seed trade association) for associated small and medium seed companies to further seed sector growth and wider diffusion of improved stress-tolerant maize.
- Document the regional maize seed business development and associated lessons.
- Assist DTMA, IMAS and CIMMYT management in any other matters as and when required.

We are seeking candidates with the following qualifications:

- PhD in agribusiness or a related field – preferably linked to the seed sector from a well-recognized university. Candidates with relevant MBA and/or MSc degree, but with extensive experience in the seed sector in SSA, will also be considered.
- At least five years of experience in seed business development.
- 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 SSA.
- Experience or at least familiarity with maize seed industry and business development challenges in SSA.
- Excellent written and verbal communication skills in English.
- A high degree of personal organization and ability to multi-task and to work under pressure with frequent travel.
- Experience with public-private partnerships would be an added advantage.
- Ability to work with different nationalities, as a member of a diverse work team.

Please note this is an adapted re-advertisement of an earlier vacancy (Seed Business Development and Policy Expert - Ref. 12269). Suitable applicants to the former position are encouraged to re-apply.

We will offer an initial contract for 3 years, which is 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 no later than **Friday, 31 May, 2013** to Human Resources, CIMMYT (Email: irsrecruitment@cgiar.org / Please indicate Position Reference number: **12269** in the header of your email).

For further information on the selection process, please contact Guillermo Flores, Staffing Specialist, at g.flores@cgiar.org.

Please note that only short-listed candidates will be contacted. This position will remain open until filled.