



INTERNATIONAL INSTITUTE OF TROPICAL AGRICULTURE (IITA)
INTERNAL & EXTERNAL ADVERTISEMENT

Ref: IITA-HR-NRS2020-015	Position: <ul style="list-style-type: none">• Business Development Officer
Location: Abuja	Recruitment Type: National (2-year renewable contract)
Date Posted: 15 th June 2020	Closing Date: 29 th June 2020

The International Institute of Tropical Agriculture seeks suitable applicants for the position below at the Institute's station in Abuja:

Position: Business Development Officer

Contract: 2-year renewable contract

Location: Abuja

DUTIES:

- Lead the development of training content and tools for agribusiness management and coordinate their delivery through the state coordinators and training officers in three states in Nigeria.
- Conduct geographical agribusiness value chain analysis for the project's target value chains and work with the state coordinators to identify business opportunities for entrepreneurial-track youth to develop business models.
- Lead the efforts of the state coordinators in guiding entrepreneurial-track youth to develop and implement fund-worthy business plans
- Lead all efforts directed towards attracting funding for young agripreneurs, work with credit institutions to design youth-sensitive financing instruments for business start-up and expansion.
- Coordinate the day to day management of pilot learning enterprises through the state coordinators in three states in Nigeria, ensuring the effectiveness of the learning experience they are to provide.
- Coordinate the efforts of identified project partners in providing mentorship, business support and advisory service to young entrepreneurs. Ensure compliance of partners with all deliverables.
- Assist in development of bankable business plan and recommendations for funding linkages.
- Develop and nurture a network business partnership with private sector companies and associations that entrepreneurial-track youth can leverage on to grow and improve their businesses. Maintain an updated data base of these partners
- Provide monitoring of the businesses established and identify challenges to be addressed / provide the required advice.
- Provide technical support to the trainees and assist them while they are starting their business and ensure smooth business take off.
- Perform any other duties as assigned by supervisor.

QUALIFICATION:

BSc/HND in Economics, Business Administration, Entrepreneurship or related discipline with minimum of five (5) years' related experience performing related role.

COMPETENCIES:

The ideal candidate must:

- Show ability and strong experience in the development of viable business plans
- Be computer literate with a good working knowledge of computer-based control systems, shared network drives, and excel packages
- Have practical experience in agribusiness, business management especially working with youths
- Have good understanding of marketing linkages and strategies in agribusiness
- Have excellent communication and supervisory skills.
- Show ability for efficient and harmonious team leadership
- Be able to mentor budding entrepreneurs to build relevant entrepreneurial skills.
- Be able to link youths to private sector and finance partners for financial and enterprise development support.
- Have good understanding of the Nigerian financial system for entrepreneurs
- Have experience working with private sector agribusiness partners.

REMUNERATION:

We offer highly competitive salary with equally attractive benefits and excellent working conditions in a pleasant campus environment.

METHOD OF APPLICATION:

Interested applicants should complete the online application attaching detailed cover letter and curriculum vitae saved with their names in Microsoft word format to IITA website: <http://jobs.iita.org/erecruit> no later than Two Weeks from the date of this publication. The application must include the names and e-mail addresses of three professional referees which must include the applicant's current or previous direct Supervisor, professional colleague and evidence of current remuneration package.

IITA is an equal opportunity employer and is committed to building a diverse workforce. While all applications will be acknowledged, please note that only shortlisted candidates will be contacted.