



Business Development Officer – TAAT Clearinghouse (Ref: DDG-P4D/BDO/TC/06/21)

Background: The International Institute of Tropical Agriculture (IITA) invites applications for the internationally recruited position of **Business Development Officer – TAAT Clearinghouse**.

The International Institute of Tropical Agriculture (IITA) is a not-for-profit institution that generates agricultural innovations to meet Africa's most pressing challenges of hunger, malnutrition, poverty, and natural resource degradation. Working with various partners across sub-Saharan Africa, we improve livelihoods, enhance food and nutrition security, increase employment, and preserve natural resource integrity. IITA is a member of CGIAR, a global agriculture research partnership for a food secure future. Please visit <http://www.iita.org> / for more information on IITA.

The Technologies for African Agricultural Transformation (TAAT) is a program initiated by the African Development Bank (AfDB) as part of its Feed Africa Initiative. The main objective of the program is to improve the business of agriculture across Africa by raising agricultural productivity, mitigating risks and promoting diversification and processing in 18 agricultural value chains within 8 Priority Intervention Areas. The program is implemented by IITA in close collaboration with other CGIAR Centers, FARA, AGRA, national agricultural research and extension systems and private sector partners. It involves close partnership between the AfDB and other developmental partners. The Clearinghouse (CH) was set up to operate as a semi-autonomous component of the Program. The objective of the CH is to take proven agricultural technologies to scale in a commercially sustainable fashion through the establishment of a mechanism to facilitate partnerships and provide access to expertise required to design, implement, and monitor progress of crop, livestock, and aquaculture campaigns.

The Business Development Officer will report to the Head of the TAAT Clearinghouse.

Position Responsibilities

The Business Development Officer will undertake the following tasks:

- Lead the strategy development process for TAAT private sector engagement and mobilize internal and external support for it, including by developing and implementing operational plans as needed.
- Study past engagement with the private sector and derive lessons learnt, undertake survey of the sector's requirements, needs, and wants.
- Facilitate partnerships between private sector companies and TAAT country engagement teams to address needs that have been identified in Investment Cases that promotes TAAT technologies use.
- Support the activities related to resource mobilization including project proposal writing and lead the development of innovative financing mechanisms that attract private sector financing for TAAT program.
- Support the TAAT Clearinghouse in organizing meetings and workshops regarding resource mobilization through concept notes as well as identifying viable partners and logistics support.
- Contribute to development and dissemination of tools, analytical work, country case studies and workshops at national and regional level.
- Work in close consultation with the African Development Bank's RMCs and RECs to develop new strategies for attracting the private sector, and to develop key communication products for expanding partnerships in the region.
- Link business development services to seed producers (individual seed entrepreneurs, farmer organizations, seed companies and public enterprises) and stimulate private (small and large) investment in seed production and delivery in a business sound manner.

- Support the delivery of lending projects from identification, preparation, appraisal and launching, leading to project effectiveness to mainstream TAAT technologies transfer through stakeholders' engagement.
- Develop guidelines, procedures, and criteria to be used in appraising partnerships in RMCs investment proposals taking into consideration the objectives and expected outcomes of the TAAT Program.
- Provide guidance in the formulation of strategies, policies, procedures and programs relating to proposal development to attract funding from potential donors.
- Work in close partnership with each of the Commodity value chains, TAAT Enablers and the PMU.
- Perform any other job-related duties as may be assigned by the Head of CH.

Educational Qualifications

The candidate should possess at least a Master's degree in Agricultural Science, Agricultural Economics or Business Administration/Management.

Core Competencies

- At least 10 years of relevant experience in Agricultural private investment sector.
- Experience working in or with agribusiness.
- Experience having developed and/or facilitated complex partnerships, ideally including between public and private parties; strong relationship builder with excellent interpersonal skills is essential for this position.
- Ability to innovate and work within and across IFI's institutions on private sector financing solutions for development.
- Excellent written and oral communication skills in English is required and ability to communicate in French is an advantage.

Duty station: Cotonou, Benin Republic.

General information: The contract will be for an initial period of three years based on performance and availability of funding. IITA offers internationally competitive remuneration package paid in U.S. Dollars.

Applications: Applications must include covering letter which should address how the candidate's background/experience relates to the specific duties of the position applied for, curriculum vitae, names and addresses of three professional referees (which **must** include either the Head of the applicant's current or previous organization or applicant's direct Supervisor/Superior at his/her present or former place of work). The application should be addressed to the Head, Human Resources Service. Please complete our online application form using this link: <http://www.iita.org/careers>

Closing Date: Applications should be submitted not later than **7th July 2021**, but candidates are encouraged to apply early as applications will be reviewed as soon as they are received.

IITA is an equal opportunity employer and particularly welcomes applications from women candidates.

While all applications will be acknowledged, please note that only shortlisted candidates will be contacted.