



TAAT Private Sector Engagement Officer (Ref. No: DDG-P4D/TAAT/PS/EO/01/23)

Background: The International Institute of Tropical Agriculture (IITA) invites applications for the internationally recruited position of **TAAT Private Sector Engagement Officer**.

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 the One 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) funded by the African Development Bank (AfDB), is a major continent-wide program designed to boost agricultural productivity across the continent by rapidly delivering proven technologies to millions of farmers. The overall goal of TAAT is to double crop, livestock, and fish productivity by expanding access to productivity-increasing technologies to more than 40 million smallholder farmers across Africa. TAAT aims to generate an additional 120 million metric tons (MT) of food while lifting 130 million people out of poverty. Getting certified seeds of the most modern varieties into the hands of tens of millions of farmers is the primary objective of TAAT.

The program supports the Feed Africa Initiative of the AfDB by providing the needed, proven agricultural and food processing technologies and implementation strategies for inclusion within the Bank's loans to Regional Member Countries (RMCs). It is implemented by the Regional Technology Delivery Infrastructure (RTDI) made up of the Commodity Technology Delivery Compacts (CTDCs); the TAAT Clearinghouse (CH); the Program Management Unit (PMU), and a Program Steering Committee (PSC). The CTDC is currently composed of eleven CGIAR centers, three Advanced regional R&D African centers, National Agricultural Research and Extension System (NARES) institutions, private sector partners and NGOs. IITA is the executing agency of TAAT.

The Clearinghouse, co-funded by the Bill and Melinda Gates Foundation and AfDB and is responsible for linking TAAT Compact activities with country-level programs, positioning these countries' governments as TAAT's Primary Scaling Partners. This is achieved through the provision of technical assistance in regional and country project design, ensuring the inclusion of proven technologies and robust partnership arrangements within the resulting projects.

The program is looking for a highly qualified individual to fill the vacant position of **TAAT Private Sector Engagement Officer**.

Position Responsibilities

The tasks of the TAAT Private Sector Engagement Officer will include:

Main Responsibilities

- Review past efforts and existing strategy for private sector engagement at the Clearinghouse, and from other TAAT units. Study past engagements with the private sector and derive lessons learnt, plan and undertake surveys of the sector's requirements, needs, and wants.
- Lead the strategy development process for TAAT private sector engagement and mobilize internal and external support for it, including developing and implementing operational plans as needed.
- Identify potential private sector clients, assess their needs and create a database of private sector operating at country, regional and across the continent.
- Select, package and develop bundles of TAAT vetted technologies with commercialization potential that match private sector clients' needs.
- Create an e-catalogue of TAAT vetted technology bundles matching private sector clients'.
- Introduce and widely promote TAAT vetted technologies to the private sector through Trade Fairs, investor forums.

Specific Responsibilities

- Lead an impactful marketing campaign by engaging private sector to promote relevant TAAT vetted technologies, establish good working relationship to present, convince and reach contractual agreement with private companies
- Support the activities leading to the development of innovative financing mechanisms that attract private sector financing for TAAT Program to advance relevant TAAT vetted technologies with high commercialization potential program in RMCs and across Africa
- Support the TAAT Clearinghouse in organizing meetings and workshops regarding the private sector through concept notes as well as identifying viable partners and logistics support.
- Work in close consultation AfDB Task Managers, Country Representatives, Regional Sector Managers; RECs and aligned institutions 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.
- Contribute to development and dissemination of tools, analytical work, country case studies and workshops at national and regional level
- Work in close collaboration with Compacts and TAAT Clearinghouse team (Country Engagement, Technology Profiling, Communications), Project Management Unit to build effective coordination and partnership.
- Participate in resource mobilization to attract funding from potential donors and development partners to catalyse the scaling of TAAT promoted technologies for agricultural transformation in Africa
- Contribute to development and dissemination of tools, analytical work, country case studies and workshops at national and regional level.
- Actively contribute to the Clearinghouse (CH) reporting and progress updates.
- Monitor and track the delivery of all private sector-related deliverables under the Programme;
- Perform any other job-related duties as may be assigned by the Head of CH.

Educational Qualifications and Experience

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

- A post-graduate degree in in Agribusiness, Agricultural Economics, Agricultural Science, or Business Administration/Management from a recognized University.
- At least 10 years' experience in the agricultural private sector or positions providing in-depth knowledge on the sector and/or relevant experience in private investment sector or financial industry (emerging markets investment experience preferred).
- Experience in the delivery of business support services to the private sector.
- Experience or in-depth knowledge of Public-Private Partnerships.
- Working experience with AfDB-supported projects at the national level and on the African Continent is an added advantage.

Core Competencies

- Experience in business plan writing and engagement with commercial banks.
- Experience in the delivery of business support services to the private sector.
- Ability in mapping business opportunities along agricultural value chains that can be developed into viable agricultural enterprises.
- Demonstrated strong analytical and communication skills and capacity to present convincingly, discuss and negotiate with the private sector and high-level country officials.
- Blend analytical, observational, organizational, and networking skills.
- Proven ability to operate effectively in a multicultural team environment.
- Strong relationship builder with excellent interpersonal skills.
- Excellent written and oral communication skills in English are required and the 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 an internationally competitive remuneration package paid in U.S. Dollars.

Applications: Applications must include a cover letter, which should address how the candidate's background/experience relates to the specific duties of the position applied for, curriculum vitae, and 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 of Human Resources. Please complete our online application form using this link: <http://www.iita.org/careers>

Closing Date: 25th January 2023

IITA is an equal opportunity employer and is committed to building a diverse workforce, particularly welcoming applications from women.

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