

<b>Position Title:</b>	<b>Agribusiness Development Manager</b>
<b>Term:</b>	2.5 years (with possible 2 years extension)
<b>Reports To:</b>	The Agribusiness Development Manager will report contractually to the Operational Contractor General Manager, and technically and operationally to the Team Leader.
<b>Location:</b>	Based in Phnom Penh with frequent travel to provincial areas.

### **1. Organisational Goals**

Cardno Emerging Markets (Australia) Pty Ltd is part of Cardno's Emerging Markets Division with registered international development assistance companies in Brisbane, Brussels, Colombo, Jakarta, Melbourne, Nairobi, Oxford, Port Moresby and Washington. Cardno Emerging Markets (Australia) Pty Ltd was formerly Cardno Acil Pty Ltd. The new Emerging Markets Division brings together a broad range of experience and talent; a rich history of innovation, passion and commitment to international development and an established reputation for high quality demand and client driven services. Cardno's Emerging Markets Division provides specialist professional services associated with the planning, design, implementation, evaluation and monitoring of development programmes across a range of physical, economic and social infrastructure sectors.

### **2. Context**

The Cambodia Agricultural Value Chain Program (CAVAC) is a large agricultural development program funded by the Australian Government through AusAID. It focuses on research, extension, irrigation, agribusiness and policy. The Program will be based in Phnom Penh with offices in three provinces. Effective input markets, processing and trading form the heart of any successful agricultural sector. Innovation is often driven by companies who together with the media can play a key role in agricultural knowledge. CAVAC will stimulate these markets by using a range of market development techniques. Agricultural development is multi dimensional, something that will be reflected in the organisational structure.

### **3. Position Purpose**

The Agribusiness Development Manager (ADM) will be responsible for implementing the Agribusiness component of the CAVAC Program. The ADM will develop detailed implementation strategies and plans and will lead teams to implement interventions. The ADM will be part of the Senior Management Team.

### **4. Responsibilities**

The main tasks of the ADM are working with the Ministry of Agriculture Forestry and Fishery (MAFF), its provincial departments and a team of Cambodian specialists to:

- Conduct value chain and market research to establish potential for improving agricultural markets.
- Come to understand Cambodian market organisations, production market linkages, and market-related infrastructure.
- Develop methodologies for improving the functioning of markets that are important to farmers.
- Engage with a wide range of companies to improve the access of farmers to innovation, inputs, knowledge, processing facilities and end markets.
- Support the government officials within MAFF and the provincial departments to increase their capacity to oversee and support agribusiness.
- Adopt sustainable and working models for how the CAVAC Agribusiness Development component can focus on the direct provision of skills, information to ensure it acts as an enabler rather than undertake a management/delivery role.
- Contribute to the further development of the Government's Strategy for Agriculture and Water (SAW).

As part of the Senior Management Team, the ADM will also:

- Supervise teams of Cambodian agricultural experts.
- Actively contribute to the research, extension, irrigation and policy aspects of the Program.
- Develop yearly plans and budgets, as well as prepare regular reports on activities.
- Assure adherence to the Program's strategies on gender, environment and other cross cutting issues.
- Contribute to the overall management of the Program if and where required.

**5. Key Selection Criteria**

*Essential:*

- Relevant tertiary qualifications
- At least 5 years experience in agricultural development
- Proven ability to constructively engage with private sector companies
- Experience in implementing market development programs
- Understanding and awareness of best practices in market development
- Ability to tap into international networks related to private sector development

*Desirable:*

- Experience working in South East Asia
- Experience working in a multidisciplinary team in a programmatic implementation approach

**6. Other Information**

Cardno Emerging Markets (Australia) Pty Ltd is an Equal Opportunity Employer and highly encourages gender equality for all positions.

Cardno Emerging Markets (Australia) Pty Ltd is committed to Child Protection in all fields. Some positions may require consultants to produce a police clearance form on application.

This position description is subject to review in the Annual Planning process.