

## **Business Innovation Facility Terms of Reference – High-Value Agriculture Technical Lead**

### **1. Background**

#### **1.1 The Business Innovation Facility**

The Business Innovation Facility (BIF) is a £40m private sector development programme funded by the UK Department for International Development (DFID) and implemented by PwC. The objective of the programme is to enable low-income producers and consumers to benefit at scale from their engagement with commercial markets. BIF does this by facilitating change in the market at a system level.

So far, like most market systems programmes, BIF has taken a ‘country-led’ approach in selected countries (currently Burma, Nigeria and Malawi). BIF intervenes in markets that meet the following criteria:

- Are highly relevant to poor people;
- Provide increasing opportunities for the poor through market growth;
- For which there are feasible mechanisms for BIF to provide meaningful support; and
- Where there is good alignment with other development efforts.

Alongside its ‘country-led’ programmes, BIF has initiated a ‘company-led approach’, selecting markets to assess and intervene in based on a different entry point, which is that of companies that are driving change and innovation in those markets.

Under this approach, BIF has been engaging in the financing for high-value agriculture (HVA) market in Kenya. To date, BIF has undertaken a market assessment of the financing for HVA market, held further discussions with a number of financing institutions and initiated contract farming activities in the target horticultural value chains, mango and avocado. There is also potential for BIF to work in the potato value chain although activities here are yet to commence. The market assessment identified interventions in two areas:

- *Demonstrating the potential return on investment from the high-value agriculture market:* The mechanism chosen to deliver against this intervention is contract farming with closed-loop financing. BIF is currently working to strengthen the case for financing at the offtaker level by establishing strong contract farming models whilst simultaneously discussing financing mechanisms with financial institutions.
- *Stimulate value-added production:* Use the learning from the first intervention to develop the case for other market players to increase their activity.

### **2. Responsibilities**

The HVA Technical Lead will report to the Kenya Country Lead and work on a day-to-day basis with the Kenya Programme Manager and Kenya M&E Advisor. Technical oversight with regard to the delivery of activities in line with the BIF market systems approach and approved scope of work will be provided from the BIF team based in the UK who has the overall responsibility for the BIF contract with DFID. Expertise in relation to the financing aspect of this market will be provided by a financing expert should the candidate not have experience in this area.

The HVA Technical Lead will be responsible for providing technical direction and the delivery of HVA interventions in line with the market strategy, which has already been developed. This includes maintaining strong relationships and communications with BIF service recipients, ensuring technical and management documents are maintained, reporting on the progress of market/intervention activities on a monthly basis and monitoring progress towards the achievement of established targets and objectives, utilising indicators agreed in the BIF programme logframe for this market.

### **3. Requirements**

*Qualifications and experience:*

- Educated to Masters level in subjects such as Agribusiness, Economics, International Development or similar;
- A minimum of 5 years of work experience in agribusiness or value chain development projects in Africa, and preferably in the development context;
- Knowledge of business management gained through experience in the private sector and / or management consulting experience;
- Experience in project design, developing TORs, identifying and managing subcontractors, M&E and reporting;
- Knowledge of Kenya and experience working on market systems-based projects;
- Experience of working in high-value agriculture markets (mango, avocado and potato in particular) and in financing of agricultural supply chains would be advantageous.

*Personal competencies:*

- Strong analytical skills and ability to recognise implementable solutions and apply findings and recommendations independently;
- Project management skills: able to manage a small team; plan and manage budgets; work under time pressure to deliver high quality outputs;
- A high level of commercial awareness and understanding of business, since BIF predominately delivers interventions with the private sector;
- Confidence to develop strong relationships with senior level clients and stakeholders, i.e. government officials, donors partners and business executives;
- Flexibility to work as a team player (with a team based in Kenya and international experts based in the UK) and pick up additional tasks in the project at short notice.

### **4. Further details**

Candidates should have part-time availability for 12 months.

The successful candidate will be offered a competitive compensation package. Please send a curriculum vitae in the below template and a recent short piece of written work (both less than two pages) to Brenda Waguma at [brenda.waguma@pwc.com](mailto:brenda.waguma@pwc.com) and Lizzy Fitzgerald at [elizabeth.a.fitzgerald@pwc.com](mailto:elizabeth.a.fitzgerald@pwc.com) by 8<sup>th</sup> June 2018.

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