**Job Description:** Market Development Adviser

**Responsible to:** Provincial Coordinator

**No. of direct reports:** Market platform development and coordination at the sub-national level in Battambang province.

**Location:** Battambang province, Cambodia, Programme Delivery

**Job Purpose:**
To coordinate with the project team to ensure high quality deliveries of the Volunteer For Development (VFD) investment in Rural Livelihoods VSO at the provincial level, with a focus on: market platform development and improvement for rice and horticulture, partnership building, stakeholder engagement, power relation analysis in rice and vegetable value chains; facilitate shared understanding of the wider reaching benefits of the application of Sustainable Rice Platform (SRP), Good Agricultural Practice (GAP), Participatory Guarantee System (PGS) for smallholder farmers and cooperatives. To ensure the inclusiveness in the project implementation and platform. To provide support on day to day operation at the Battambang office. This role requires technical expertise in agriculture, and agribusiness.

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<th>Responsibilities</th>
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| Inclusive market platform development and improvement for rice and horticulture:  
- Mobilize and engage relevant stakeholders and strategic partners in each commodity to actively participated in the market platform at the provincial level.  
- Conduct workshop and meetings with stakeholders and partners to address the common issues of those commodities  
- Exploring and initiate developing a sustainable business promotion strategy through meetings with key stakeholders, covering post-harvest & marketing, with a focus on maximising profits in the value chain while at the same time maximizing the benefits to the community, landless and the poor, youth and women;  
- Exploring new markets and linking production to demand.  
- Market facilitation: Engage and enable private sector actors (mostly through market facilitation workshops and other meetings) to provide services to coops and create business opportunities (access to inputs, access to financial services, market information and linkages). If required, assist coops to write business and investment plan in order to get more capital for their business.  
Support and coach field project team in preparing training material on business development, financial management, marketing, communication, leadership and related fields. Assess any other training needs for coops and facilitate the same.  
Mentor support to staff to engage and enable the private sector to provide services to coops to develop business opportunities (access to inputs, access to financial services, market information and linkages). If required, assist coops to write business and investment plan in order to get more capital for their business.  
Assist project team in planning and coordinating project interventions. Each adviser is in charge of project results delivery for the targeted coops in a specific field. | **Experiences:**  
- At least 5 years’ experiences in agribusiness for cooperatives, smallholder farmers and marginalize group, development of market linkage/value chain, private sector engagement and development.  
**Education:**  
- Bachelor degree in agribusiness required, preferably Master degree with specialization in agribusiness, Agricultural Economics or Rural Development.  
**Relevant field experiences:**  
- Experiences in agribase value chain and market development for smallholder farmers and the poor and lead the team with international expert or colleagues  
- Strong knowledge of stakeholder/private sector management, engagement and development  
- Experience in working with cooperatives and remote communities  
- Experience in coordination work with multi-stakeholders, multi-disciplinary, multi-level, multi-sectors and cross-culture.  
- Results oriented with the ability to deliver high targets and meet deadlines  
- Understanding about rice production systems and challenges in Cambodia.  
- Understanding of socio-economic issues, especially relating to Cambodia agriculture and economy development.  
- Clear understanding of climate-related risks to rice farming and mitigation strategies;  
- Proficiency in Khmer Language  
- Valid driving license  
- **Passion for volunteering and helping development of Cambodia**  
**Skills:**  
- Strong interpersonal, communication and network skills  
- High level of demonstrated competency in developing and implementing effective strategies, business plans and budget management |
Support the M&E for project monitoring, evaluation and learning.

Due to the nature of our volunteer placements, it is possible that the responsibilities of this role differ slightly from what is indicated in this role description.

- Demonstrated ability to nature and/or build effective partnerships with different partners
- Fluency in English and Khmer essential
- Computer literate with additional expertise in statistical or other similar software is desirable
- Use of ICT in value chains
- Ability to organize farmers into business organizations, including linking them to markets

Volunteering (Knowledge):
- A clear understanding about the value of volunteering, through personal experience of volunteering or working with volunteers and an ability to articulate how change happens through volunteering for development.
- Ability to articulate the issues around voluntourism and harmful forms of volunteering

Cross-Cultural Working:
- Direct and substantial experience of working cross-culturally and able to communicate to a range of audiences and promote sharing and learning between cultures

Desirable:
- Committed to VSO’s values
- Understanding/knowledge of VSO’s core programmatic areas
- Able to work in a cross-cultural context
- Have a valid license and knows how to ride a motorbike

Personality Characteristics
- Ability to work effectively with a wide range of partners in the commercial sector, farmers, research organization and government
- Ability to work in a team or independently as necessary
- Capacity to handle a demanding workload, including considerable travel remote area
- Strong analytical mind and willingness to learn
- A passion for international development and end-product focus
- Ability to motivate team members, build effective teams and encourage individual development and growth
- Ability to work both persuasively and diplomatically in a team-based environment.