



Nepal
We create opportunities

Vacancy

Sahaj – Nepal Agricultural Market Development Programme (NAMDP) – Phase 2

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1. Introduction to Sahaj – Nepal Agricultural Market Development Programme (NAMDP) – Phase 2

The Nepal Agricultural Market Development Programme (NAMDP), also known as Sahaj (Nepali for ‘facilitate’ or ‘make easier’), is designed with three successive phases spanning across a 12-year horizon. Sahaj’s objectives are based on a vision of a thriving and inclusive agriculture sector, aiming to grow employment and income for Nepal’s rural population.

Sahaj operates under a bilateral agreement between the Government of Nepal and the Government of Switzerland. Sahaj is a Swiss Agency for Development and Cooperation (SDC) project, implemented by a consortium of Swisscontact (as the lead agency) and the Center for Environmental and Agricultural Policy Research, Extension and Development (CEAPRED). The programme focuses on Province Number 1 (the far-most eastern province).

1.1 Background: Sahaj – Phase 1

Sahaj Phase 1 (March 2016 - November 2020) aimed to increase farmers’ income by integrating them into commercial agriculture markets and networks. Using an approach that makes private sector markets work better for the poor (also known as a Market Systems Development or MSD), the programme supported market-based solutions around inputs and farming. The impact targeted smallholder farmers, including women and people from disadvantaged backgrounds. The programme’s activities boosted on-farm productivity and increased the marketing potential of their agricultural products. Sahaj Phase 1 partnered with over 75 private sector and 10 public sector actors through around 50 interventions. It covered over 50 districts of Nepal, including 12 of the 14 districts in Province Number 1. The programme created 1,800 new jobs, and increased farm-income of 45,800 households.

1.2 Sahaj – Phase 2

Sahaj Phase 2 builds on the work done in the previous phase, but shifts focus towards growth and investment in forward market linkages, strengthening the country’s commercialisation, processing and export of value-added agriculture products. The second phase will run from December 2020 until November 2024. The programme will provide financial and technical support towards increased provision of services and access to innovation for agri-businesses in Province Number 1. This will increase demand for smallholders’ produce, including them in value-added supply chains and building resilience in rural communities through higher employment and income.

Sahaj’s slogan “partner in innovations for agriculture” will be paramount in phase 2 – a strong focus on supporting investment in small and medium-sized agri-businesses with innovative services in the province. This will be done through three pillars supporting i) agriculture services, ii) non-agriculture services, and iii) the overarching business environment. Under these pillars, the programme will identify and address constraints to growth, unlocking the services agri-businesses need to invest in innovation and of value-added sustainable agriculture products. This includes addressing policy bottlenecks and unlocking potential for closer collaboration between the government and the private sector. Sahaj will build a portfolio of interventions (support for Small and Medium Enterprise partners), starting in the maize, dairy, cardamom and vegetable sectors. Additionally, the programme will support the government’s efforts to strengthen the federal structure by working closely with Provincial and Local Government units.

Consortium partners

Center for Environmental and Agricultural Policy Research, Extension and Development
<http://www.ceapred.org.np>

Expected results

- 1,000 new jobs created in local economy, with 40% for women and 20% for disadvantaged groups (DAGs); the new jobs will generate NPR 150 million of annual income.
- 20,000 farmers benefit from higher farm-income (at least 6,000 women farmers and 5,000 DAGs); farm-income will grow by NPR 300 million annually.

2. Vacancy: Sahaj – Nepal Agricultural Market Development Programme (NAMDP) – Phase 2

For the Nepal Agricultural Market Development Programme (NAMDP) Phase-2, Swisscontact invites applications from qualified candidates (Nepali citizens) for the following positions.

Serial Number	Position	Place of work
1.	Manager-Market Services	NAMDP/Small Irrigation Programme Office, Swisscontact, Biratnagar, Lalitpur
2.	Officer-Market Services	NAMDP/Small Irrigation Programme Office, Swisscontact, Biratnagar, Lalitpur

See section 4 for the job descriptions.

3. Application Procedures

Interested candidates who meet the requirements for relevant position are requested to send their **current CV** (maximum four A4 pages) and a **motivation letter** to np.info@swisscontact.org latest by **11:59 PM Nepal time on 31 May 2021, Monday**. Along with the CV and the motivation letter, please send the duly filled in “**job application form**”, which is available on our website (same address as above).

In the "subject" line of your email, please mention the position applied for.

Swisscontact Nepal will not entertain any phone enquiries or other such solicitations for these positions. Only shortlisted candidates will be contacted for the selection process. Swisscontact Nepal reserves the right to reject any or all applications.

Swisscontact Nepal promotes workforce diversity and applies positive discrimination to candidates from discriminated groups (women, Dalit, Janajati, Madhesi/Terai and other minority communities).

4. Job Description

Manager – Market Services

Start of employment: 1 July 2021
Place of work: Biratnagar, Province 1, Nepal (2 days at NAMDP office and 3 days at SIP office)
Reports to: Senior Manager – Services and Innovation

About the position

The Nepal Agricultural Market Development Programme (NAMDP) Phase-2 and Small Irrigation Programme (SIP) Phase-2 signed an MoU to collaborate around a common goal of increasing income opportunities of women and men in Province 1. The aim of the collaboration is to strengthen the supply of good quality and quantity products for agribusinesses needed to increase their performance. It also aims to increase the capacity of Water Users Associations (WUAs), farmer cooperatives and associations to sell vegetables and allied crops, contributing to farmers sustainably increasing their agricultural incomes.

Tasks

The Manager – Market Services is responsible for harnessing synergies between NAMDP's work and SIP supported Water User Associations (WUAs). **Manager-Market Services** will lead on developing strategies on linking agribusinesses looking for regular supply of vegetables for processing or trading to WUAs who will have opportunity to produce yearlong vegetable or allied crops due to access to irrigation facilities. **Manager-Market Services along with Officer – Market Services** will explore which WUAs are commercially viable and can respond to the needs of agribusinesses identified in forward market linkages. The team will work with WUAs for the creation and development of market linkages with those agribusinesses and strengthen WUAs' ability to meet the existing demand for quality products destined to processing and/or value addition.

Her/his major tasks include:

- Lead the design and implementation of interventions related to Water User Associations supported by SIP.
- Manage the implementation of interventions in line with the market systems development (MSD) approach.
- Manage the team working on collaboration with SIP.
- Ensure the quality of the work of her/his team.
- Ensure relevant activities are progressing according to annual work plans and timeframes.
- Provide relevant input to Yearly Plan of Operations (YPOs) and (semi-)annual progress reports.
- Contribute to Federal State Building/Business Enabling Environment (FBS/BEE) by building the capacity of local government on better delivery of extension service to farmers.
- Implement approaches and interventions that foster gender and social inclusion.
- Coordinate and exchange information/ideas with the other service provision teams ((Non-)Ag services and FSB/BEE).
- Support timely monitoring and streamlining of data collection and analysis in collaboration with the Monitoring and Results Measurement (MRM) team.
- Ensure close coordination between the SIP team and NAMDP programme teams for the design of interventions.
- Comply with the Project Manual of NAMDP and other relevant requirements of Swisscontact and SDC.

Requirements

- Minimum 5 years of working experience in the field of agriculture commercialisation/ value chain development.
- Master's degree in relevant discipline or at least 2 years additional relevant work experience.
- Excellent knowledge of agriculture markets.
- Practical experience of working in forward market linkages – building capacity of, and establishing linkages with, down-stream private sector actors.
- Excellent analytical, communication (both English and Nepali), and organisation skills.

Officer – Market Services

Start of employment: 1 July 2021

Place of work: Biratnagar, Province 1, Nepal (2 days at NAMDP office and 3 days at SIP office)

Reports to: Manager Market Services

About the position

The Nepal Agricultural Market Development Programme (NAMDP) Phase-2 and Small Irrigation Programme (SIP) Phase-2 signed an MoU to collaborate around a common goal of increasing income opportunities of women and men in Province 1. The aim of the collaboration is to strengthen the supply of good quality and quantity products for agribusinesses needed to increase their performance. It also aims to increase the capacity of Water Users Associations (WUAs), farmer cooperatives and associations to sell vegetables and allied crops, contributing to farmers sustainably increasing their agricultural incomes.

Tasks

Officer-Market Services will support the Manager-Market Services on developing strategies on linking agribusinesses looking for regular supply of vegetables for processing or trading to WUAs who will have opportunity to produce yearlong vegetable or allied crops due to access to irrigation facilities. The team will explore which WUAs are commercially viable and can respond to the needs of agribusinesses identified in forward market linkages. They will work with WUAs for the creation and development of market linkages with those agribusinesses and strengthen WUAs' ability to meet the existing demand for quality products destined to processing and/or value addition. Her/his major tasks include:

- Day to day implementation and supervision of intervention activities in accordance with the relevant strategies related to Water User Associations supported by SIP.
- Implement interventions in line with the defined strategies and be present in the field to ensure proper implementation of activities.
- Communicate progress or any issues observed to the Manager-Market Services.
- Explore opportunities to work with relevant private sector actors, cooperatives other relevant stakeholders as per the strategies related to creating market linkages for suitable Water User Associations.
- Ensure quality of implementation and, if needed, recommending changes in intervention design or modality to improve the outcome of the interventions.
- Implement approaches and interventions that foster gender and social inclusion.
- Contribute to Federal State Building/Business Enabling Environment (FBS/BEE) by building the capacity of local government on better delivery of extension service to farmers.
- Coordinate and exchange information/ideas with other teams of NAMDP (Ag services, Non-ag services, and FSB/BEE) during design and implementation.

- Contribution to all relevant MRM processes; using MRM as a tool to improve interventions and strategies and proving results. Prepare and/or contribute to relevant documentation for MRM.
- Prepare outputs from the team in accordance with communication guidelines and needs.
- Provide input to the Yearly Plan of Operations (YPOs) and (semi-)annual progress reports from the respective teams.
- Prepare outputs from the SIP collaboration team in accordance with communication guidelines and needs.
- Maintain professional working relationships with intervention partners.
- Contribute to developing close coordination between the SIP team and NAMDP programme teams for the design of interventions.
- Comply with the Project Manual of NAMDP and other relevant requirements of Swisscontact and SDC.

Requirements

- Minimum 3 years of relevant work experience in agriculture commercialisation/ value chain/ private sector development or in the private sector in agriculture.
- Minimum bachelor's degree in a relevant discipline
- Good knowledge of agribusinesses in Nepal. Experience of working in forward production linkages (down-stream linkages) in agriculture
- Passion for learning and implementing innovative ideas.
- Excellent oral and written communication skills in Nepali and good command of spoken and written English
- Willingness to travel frequently, often to remote places and sometimes within short notice.