



POSITION: Senior Program Manager

REMUNERATION: Negotiable

LOCATION: Lagos/Abuja, Nigeria

START DATE: ASAP



Background

BoP Innovation Center (“Bopinc”) is an independent foundation founded in the Netherlands with operations in 24 countries and staff in 14 countries. We support entrepreneurs and companies to create commercially viable, inclusive business models that benefit Base of the Pyramid (BoP) consumers, producers, and entrepreneurs. These business models deliver a wide range of products and services to low-income consumers in four sectors:

- Nutrition & agriculture
- Water, sanitation & hygiene
- Renewable energy & efficiency
- Finance

Our work contributes to SDGs: **1, 2, 6 & 7.**

The Role

Bopinc is looking for a structured, proactive team player, excited to lead a multi-year, multi-country (Nigeria, Ethiopia, Tanzania) Agri-Food Innovation program funded by a leading international donor.

Agri-Food Industry Organizations (AFIOs) have been driving inclusive transformation of the agricultural sector for decades and are well established to address future challenges of the sector including population growth, increasing food quality standards, urbanisation, and climate change.

Bopinc will lead a 5-year accelerator program for AFIOs in Nigeria, Ethiopia and Tanzania that aims to:

1. Create a vibrant network of interconnected AFIOs.
2. Effectively capitalise on market opportunities through the identification and support of joint opportunities for growth.
3. Champion Inclusive Agricultural Transformation (IAT) so that value chains are more inclusive and benefit smallholder farmers, women, and other excluded groups.

Responsibilities

- Lead a multi-year, multi-country (Nigeria, Ethiopia, Tanzania) accelerator project funded by a leading international donor.
- Manage and lead a consortium of three implementing partners, with Bopinc acting as the lead partner.
- Coordinate the involvement of Bopinc technical advisors from global Bopinc offices, ensuring the technical expertise of these advisors is optimally used within the program on topics such as innovation, behavioural change, last-mile distribution and women entrepreneurship.
- Manage, build, and motivate a distributed team of 5-10 staff members located across four countries.
- Manage budget and ensure timely, quality, and consistent reporting on the same to the donor.
- Build on the program to support new business development opportunities in Agriculture & Nutrition.

Qualifications

- Master's degree or equivalent in business administration, development economics and/or agricultural economics;
- Deep knowledge and experience in the broader agribusiness sector in Africa. Experience in Agri-food policy/advocacy is a plus;
- Experience managing multi-country, multi-year programs with large donors;
- Experience in implementing projects in consortia with other organizations;
- Experience in (virtual) program management in an international environment;
- Excellent written and verbal communication skills in English;
- Strong ability to work with diverse stakeholders; government, development players, large multinationals, rural small entrepreneurs;
- Ability and willingness to travel to other program markets (Ethiopia, Tanzania).

Key Competencies

Agility & Flexibility

Effectively adapts their own approach to suit changing circumstances or requirements in a fast-paced environment. Able to take on a diverse range of tasks equally effectively, even under pressure.

Effective communication

Expresses complex data, ideas, and facts in a clear, concise, and open manner, both in oral and in written form. Actively listens and proactively shares knowledge. Uses appropriate language, design and methods depending on the audience and the purpose of communication.

Interpersonal Effectiveness

Able to adapt behaviour to a wide range of people. Influences the views and behaviour of others through persuasion and encouragement. Handles conflict tactfully and effectively, by finding common ground.

Strategic perspective

Develops and implements sustainable business strategies, thinks long term and externally to positively shape the organization. Aware of the impact of decisions and activities on all parts of the organization.

Results orientation

Efficiently establishes an appropriate course of action for self and/or others to accomplish a goal. Sees

opportunities and takes the initiative to act on them.

How to apply

Interested applicants should submit the following by e-mail to loba@ngorecruit.com quoting reference number **NBP001**:

- A CV in word or PDF format (please include 3 references)
- A 1-page cover letter outlining how your skills and experience align with Bopinc's mission, and the unique qualities you will bring to this role

Application Deadline: **10 November 2021**

Interested applicants are encouraged to **apply ASAP**. Only shortlisted candidates will be contacted.

For more information about Bopinc, visit their [website](#) and social media pages: [Facebook](#), [Twitter](#) and [LinkedIn](#).