



POSITION: Senior Program Manager

REMUNERATION: Negotiable

LOCATION: Abuja, Nigeria or Addis Ababa, Ethiopia

START DATE: ASAP



Background

Bopinc is a Dutch not-for-profit that accelerates the impact of market-driven and innovative business models in low-income markets. Supporting clients in making their businesses more viable and inclusive by including people at the Base of the Pyramid as consumers, producers and entrepreneurs in the supply chain. Bopinc works with a wide variety of start-ups, SMEs and multinational companies to achieve this. Over the past ten years, Bopinc have been working with more than 1,000 companies., reaching more than 4 million low-income consumers, while creating better income opportunities for over 110,000 low-income entrepreneurs.

The program

The **Beyond Farming Collective** (BFC) is a 5-year program, launched in 2022, that aims to create more equitable, sustainable and profitable food systems by strengthening agricultural associations. The program consists of four building blocks including:

- **Insights and Strategy Lab** to support associations to understand members needs and develop sustainable strategies that deliver value to members and address current and future challenges of the agri-food sector.
- **Leadership and Innovation Academy** to equip association leaders and managers with the skills they need to drive Inclusive Agricultural Transformation within their sectors.
- **Accelerator** to provide access to funding and mentorship to scale innovations that contribute to improve the lives of small-scale producers, a more sustainable organization and sector.
- **Community** to facilitate cross-learning and collaboration through online and in-person events.

The Role

Bopinc is looking for an experienced program manager to lead an agri-food innovation program in Nigeria, Ethiopia and Tanzania funded by a leading international donor.

Responsibilities

- Lead the Beyond Farming Collective program, with overall responsibility for program strategy, implementation and management of the project.
- Be the primary point of contact for the donor, two implementing partners, and other stakeholders involved in the program.
- Lead and manage development and implementation of project workplan, together with team, partners and other stakeholders.
- Manage, build and motivate a distributed team of 10 staff members located across four countries.

- Lead reporting to the donor, both contractual deliverables and regular progress updates.
- Oversee monitoring, learning and evaluation strategy and implementation, conducted by partner organization.
- Manage project budget and ensure timely, quality and consistent reporting to the donor.
- Oversee the disbursement of up to 4M USD in grant funding to agricultural associations.
- Identify project risks and develop and manage mitigation strategies.
- Develop new partnerships with private and public sector organizations to amplify program impact.
- Lead the planning and implementation of annual partner meetings.
- Represent the project at project-related events and external events.
- Build on the program to support new business development opportunities in Agriculture & Nutrition.

Qualifications

- Master's degree or equivalent in business administration, agri-business, economics or other relevant field.
- At least 10 years relevant experience, ideally within a top-tier international development organization or agri-business in Africa.
- Demonstrated track record successfully managing large-scale agricultural development programs, funded by international donors.
- Ability to lead the development and implementation of program strategies, and related work plans.
- Experience managing budgets of at least 5M USD budget.
- Experience managing and motivating multicultural, global teams.
- Excellent ability to work with diverse stakeholders and facilitate partnerships, including project partners, private sector, development and government partners.
- Excellent written and verbal communication skills in English.
- Ability and willingness to travel to other program markets (Nigeria, Ethiopia, Tanzania).
- Experience in agricultural innovation and/or developing business models that benefit small scale producers.

Key Competencies

Leading self and others

Acts as a positive role model contributing to the team spirit. Collaborates and supports the development of others. Acts as a positive leadership role model, motivates, directs and inspires others to succeed, utilizing appropriate leadership styles.

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.

Strategic perspective

Develops and implements sustainable business strategies, thinks long term and externally in order 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.

Agility

Open to change and flexible in a fast-paced environment. Effectively adapts its own approach to suit changing circumstances or requirements. Reflects on experiences and modifies own behaviour. Performance is consistent, even under pressure.

What is offered

- A motivated, multidisciplinary and culturally diverse team of professionals.
- Culture of dedication to delivery whilst also ensuring creativity and innovativeness.
- Opportunity to travel.
- Market-based remuneration and conditions.
- Flexible office hours and opportunity to work from home.

How to apply

Interested applicants should submit the following by e-mail to ireti@ngorecruit.com quoting reference number: **NBP008**

- 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: **5 December 2023**

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](#).