

Job Specification: Value Chain Development Advisor, Senior

Major Objectives	<ul style="list-style-type: none">• Ensure availability and utility of market intelligence to support development of strategy for value chain development.• Develop and refine value chain development strategy and interventions for East region to increase access to market, create employment opportunities and improve livelihood.• Provide advisory services to build partnerships and explore collaborative opportunities to enhance linkages of selected value chain and its actors.• Facilitate growth and development of stakeholders so as to upgrade informal sectors into formal organisations.• Explore and advise key stakeholders on localisation and implementation of Public Private Partnership (PPP), Local Economic Development (LED) and Value Chain Development (VCD) models;• Facilitate sustainable business linkages between service providers and their clients along the segments of the value chain;• Facilitate knowledge development and knowledge brokering related to market access and to boost local expertise in international and cross-border trade arrangements and market intelligence;• Facilitate dialogue based on key policy and legislative issues at local, national and regional level platforms that liberate economic barriers to growth and prosperity for the economically active poor.	
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The main tasks of the senior advisor will be:

• **Advisory services**

- Leading the development of sustainable timber, selected NTFP and cash crops value chains for the improvement of market access for the poor.
- Working with our partners and clients to enable access to high value markets through certification processes, formal agreements and other protocols.
- Strengthening the capacity of local capacity builders and BDS providers.
- Working with government departments to support development of policies and regulations that promote forestry and agricultural production, enterprise and trade.

• **Analysis & identification**

- Analysis, identification and exploitation of opportunities for the improvement of incomes through productivity and employment by supporting entrepreneurial activities.

• **Relating & networking**

- Development and sustaining of linkages with other actors in Nepal and the Asia region (national and international organizations, donors, NGO's, capacity builders)
- Coaching of clients and colleagues to enhance their performance.
- Enhance cross portfolio cooperation and coordination in PIE related interventions
- Support in resource mobilisation by formulating proposals for capacity development and advise on relevant intervention strategies, developments, clients and partners.

• **Knowledge development**

- Support and engagement in research activities that generate baselines, evaluation data and publications to be used in the justification of production, income and employment improvement initiatives.
- Facilitate knowledge development for and with external actors.
- Profile SNV knowledge products on national and international seminars and in publications.

Location	<ul style="list-style-type: none"> Duty Station in Ilam with extensive field visit to Mechi and Koshi districts 	
Accountable to	<ul style="list-style-type: none"> Portfolio Coordinator, East 	
Education	<ul style="list-style-type: none"> Master Degree in Natural Resource Management or Agricultural Economics or Marketing or equivalent). Combination of above degree with business management would be an advantage. 	
	Description	
Experience/ Training	<ul style="list-style-type: none"> At least 7 years of experience on advisory services in the related fields High level of skill on value chain analysis in forestry sector, market analysis of NTFP and cash crops Understanding on sustainable production and harvesting of Timbre, NTFP and cash crops of all geographical regions in Nepal, particular knowledge on commercially viable cash crops i.e cardamom and tea. Understanding on production potentials and marketing opportunities of cash crops in the eastern region, particular knowledge on commercially viable cash crops. Experience with Nepal's development policies and processes, particularly related to natural resources and the agricultural sector High level of expertise on community consultations, network building, organisational management, team building, and advisory services Proven work record on public private partnership, with particular focus on forestry sector. A minimum level of work experiences and knowledge on gender and social inclusion and directly working with socially excluded and minority population. Knowledge and positive attitude towards social inclusion and gender sensitive approaches to Nepal's rural development approach while applying this approach in day to day work 	<p>Required</p> <p>Required</p> <p>Required</p> <p>Desired</p> <p>Required</p> <p>Required</p> <p>Desired</p> <p>Desired</p> <p>Required</p>

Job Specific Skills	<ul style="list-style-type: none"> • Knowledge and experience with proven track record in building capacity of stakeholders through advisory skills in a multi disciplinary team. • Knowledge and working experiences of social dynamics and power relationship in Mechi and Koshi districts. • Experience in working in a conflict situation and with conflicting parties. • Proven work experiences on micro financing for NTFP and cash crops based micro-enterprise development for value addition. • Possesses high quality attributes on leadership, facilitations and coaching. • Experience and capacity to facilitate consultations, workshops with different level of stakeholders' and conduct training for meso-level organisations. • Ability and willing to establish and strengthen both social and professional networks, learning and sharing attitudes within and among networks and professional associations. • Knowledge on contemporary issues and trend in (inter) national cash crop market, and value chain. A basic knowledge on international policies and standards. • Experience on producing quality training and reading materials on agriculture cash crop sector. Ability to document lessons learnt and best practices for management decisions. • Knowledge and skills in designing and prescribing the possible practical solutions for organisational sustainability through developing market linkages. • High level of understanding on Nepal's policies and legal frameworks related to Agriculture and forestry decentralisation, private sector strengthening and trade. • Capacity to individually undertake or to coach/guide others in undertaking high quality value chain analysis studies. 	<p>Required</p> <p>Desired</p> <p>Desired</p> <p>Desired</p> <p>Required</p> <p>Required</p> <p>Desired</p> <p>Desired</p> <p>Required</p> <p>Required</p> <p>Desired</p> <p>Required</p>
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