



## SENIOR MANAGER, FARMER SUPPORT SERVICES

### GATSBY AFRICA – COTTON SECTOR DEVELOPMENT PROGRAMME

**Location:** Mwanza, Tanzania

**Closing date:** Monday 20 November 2017

Do you have a track record in working with farmers, and in defining strategy and executing with commercial acumen? Could you inspire and mentor a team to catalyse change in innovative ways, while bringing stakeholders together around a shared long-term vision and influencing decision-makers at the highest levels? Do you have experience of private sector development, and a desire to contribute to real change that will create jobs, raise incomes and benefit hundreds of thousands of people for the long-term?

The Cotton Sector Development Programme (CSDP) works with the Tanzania Cotton Board and other public and private stakeholders to improve the incomes and livelihoods of 360,000 small-scale farmers in Tanzania's Lake Zone by transforming the country's entire cotton sector.

The CSDP uses a market systems approach to sector development. It is working with government agencies and ginners to develop a competitive, resilient and inclusive cotton sector, based on smallholder production. A core component is developing and strengthening systems whereby smallholder farmers can access, through the private retail sector, the necessary inputs, services and knowledge they require to farm cotton and other crops successfully, sustainably and profitably.

The Senior Manager, Farmer Support Services will play a key role in leading the implementation of CSDP's existing farmer-facing support, including farmer access to inputs, output markets, service markets, finance and knowledge.

She/he will provide strategic leadership on the development and implementation of strategies aimed at creating changes in market systems surrounding smallholder farmers' access to vital goods and services. This will involve working to develop a sustainable network of village-based agro-dealers and service providers (tillage and spray service providers) supported by private sector input supply chains, and with the necessary supporting functions.

The ideal candidate will have:

- A minimum of 10 years' management responsibility, preferably including experience in developing and implementing strategies aimed at creating changes in markets systems.
- Experience of engaging with the private sector.
- An understanding of smallholder agriculture.
- Ideally, experience in establishing or developing commercial entities serving smallholder farmer customers.

For more information and instructions on how to apply, please download the Candidate Pack at: [www.gatsby.org.uk/senmanfarmersupport](http://www.gatsby.org.uk/senmanfarmersupport)