

JOB DESCRIPTION

SHIPRE farmer Producer Company Limited.

Designation: Consultant, FPO

Location: Shivpuri, Madhya Pradesh

Experience and qualification

- The candidate should have 2-5 years of relevant experience in the development sector and should preferably have entrepreneurial skills, negotiation, good communication, command on community driven approaches, risk taker and a target achiever.
- Should have led an agricultural value chain preferably oil seed like (Groundnut, Mustard), NTFP , organic Agri produce, pulses etc.
- Should have done some project in the past where he was responsible for aggregation, procurement, Value addition, marketing and dealing with different stakeholders of an FPO. Also, dealing with International buyers and meeting their demand.
- Should have strong negotiation skills.
- Should also have some experience of working directly with primary producers (farmers).

Responsibilities

The candidate will report to team leader (initially for few months), and the major responsibilities in the Value-chain includes:

- Developing and executing the business plan of FPO, and achieving business plan targets,
- Value chains development of agriculture (organic cotton and organic pulses) and vegetable products, Agri-inputs and bio-inputs through farmer producer organizations. Also build the micro plan for procurement, Q&C, payment, efficient transportation system and other aspects of supply chain
- Strengthening the governing systems & procedures in FPOs, ensuring the statutory compliances, BoD meetings and Annual General Meetings etc
- Strengthening the business development with institutional buyers, local vendors and other stakeholders and apply strong negotiation skills
- Build the strategies for B2B and B2C supply chain
- Establish strong cash flow management and real-time MIS system of business
- Building the lower level community institutions (PGs) of primary producers
- Staff and community capacity building around value chain

Other Responsibilities also includes:

- Team building/ understanding team issue, conflict resolution at team level
- Mentoring of team members
- Ensuring monthly team meeting and share report to organization
- Timely achieving targets
- Ensuring Legal compliances like GST, APMC etc.
- Build enabling linkages with funding agency and state govt/district.
- Monitoring of day to day activities, project performance and individual member performance as well as performance of Para professionals.

