

PASSION TO INNOVATE | POWER TO CHANGE

Crop Science – Africa Smallholder Partnership Lead

YOUR TASKS AND RESPONSIBILITIES

Lead the development and execution of an Africa Cluster customer-centric value chain partnership strategy in line with Smallholder farmer strategy as part of the regional Must Win Battles and over-all Africa cluster strategy

Within the established Africa partnerships governance structure, lead the coordination of partnership prioritization matrix and coordinate the steering platform. Lead the partnerships engagements across Africa in driving the Bayer business and sustainability commitments, including outreach to relevant IFIs, non-governmental organizations, civil society based organizations (CBOs), private sector, etc. Define the implementation roadmap in close collaboration with all relevant functions and stakeholders.

- Identify and drive partnership engagements targeting the key enablers in line with the Africa smallholder strategy that will deliver sustainable and profitable business and sustainability outcomes in the Smallholder farmer segment in Africa
- Manage and execute on the Partnership Decision Matrix and coordinate the Steering Team for Partnership Decisions which meet business and sustainability goals.
- Position partnerships as enablers for business/sustainability objectives in Africa and lead the development of a “partnerships pipeline”
- Ensure the partnership strategy acts as a tool for market development and as a platform to attract partners in driving smallholder segment key enablers
- Develop the Better Life Farming business model for Africa in collaboration with the various GTMs and Regional/Global Networks as well as the various external partners, exploring several scenarios of partnership scalability and considering multiple value chains, defining of loyalty programs and digitalization opportunities

Application Period

23 February 2021 – 8 March 2021

Reference Code

CS/CM/ASPL

Division

Crop Science

Company

Bayer (Pty) Ltd

Department

Customer Marketing

Location

Isando

Functional Area

Customer Marketing

Position Grade

VS 2.0

Employment Type

Permanent

Work Time

Regular



as well development of the relevant in country governance models which deliver on the SHF business and sustainability goals.

- Contribute to the development and fostering of strategic relationships management with key value chain players by creating a systematic and process driven approach to partnership outreach and engagement. Proactively engage and develop strong collaboration with strategic partners.
- Build & lead Africa SHF business-inclusive value-chain partnerships and models, in close alignment with the Commercial and Customer Marketing teams to ensure smooth execution of partnership related activities.
- Monitor and evaluate partnership outcomes in line with defined sustainability and business KPIs. Provide relevant forecasts and track named strategic partnership metrics
- Provide guidance and support to the teams to setup and implement partnership projects (schedule of activities, costs & revenue streams) including piloting, upscaling and full transition to commercial organization as appropriate. Monitor execution along defined business as well as reach and impact KPIs.
- Closely follow global and national trends in development and financing policies and practices in smallholder farming and emerging multi-stakeholder business models. Engage with external partners to coordinate joint efforts for capacity building actions and programs. Leverage external communication & thought leadership to advance

WHO YOU ARE

Experience & Qualifications

- Graduate level degree in natural sciences, agriculture, international relations or similar; work experience of 5-10 years
- Excellent knowledge of the workings of NGOs and the African Partnership Landscape
- Working experience in smallholders environments in Africa is an imperative. experience in development or financing projects is preferred
- Strong passion & interest for development work with smallholders
- English language fluency in spoken and written in addition to fluency in French, Portuguese advantageous
- Expertise in translating business goals into impactful Partnership strategies and their implementation
- Proven track-record in project management with strong analytical and conceptual skills and a strong innovative mindset.
- Proven ability to manage cross-functional projects with external partners
- Excellent lobbying, networking and influencing skills
- Strong communicator and collaborator throughout all hierarchy levels
- Successfully embraces and drives change
- Successful track of development of talent

CONTACT US

Address
Isando

Telephone
27 11 921 5700

E-mail
zarecruitment@bayer.com

