

Market Linkages Coordinator

Organization: DanChurchAid Zimbabwe

Job Title: Market Linkages Coordinator

Reporting to: Head of Program

Contract Period: Fixed-term contract

Workstation: DCA Zimbabwe Implementation Districts

About DanChurchAid

DanChurchAid (DCA) is a faith-based civil society organization. It was founded in 1922 by representatives of the Danish Evangelical Church, which continues to be a key DCA constituency. DCA is supported by volunteers, supporters, and staff working hard to save lives in many countries. DanChurchAid supports the needy and the poorest of the world in their struggle for a dignified and better life and helps those whose lives are threatened.

Position Summary

Under the overall supervision of the Head of Program, the incumbent will work to establish and build strong relationships with businesses, government stakeholders, NGO partners, community members, producers, transporters and commodity associations in all districts where DCA is implementing projects. S/he will innovatively contribute to resuscitating and re-organising malfunctioning and inefficient market systems emanating from decreased economic activities. The purpose of this role is to provide leadership in the full roll out with participatory market systems development in Binga, Kariba, Hurungwe and Mbire and other DCA work areas.

Job Responsibilities

The candidate is expected to:

- Manage day-to-day relationships with private sector players, farmer producer groups, processors, transporters, consumers, local authorities, government and other value chain actors such as financial providers to strengthen market linkages.
- Design innovative interventions that would facilitate positive change among targeted market actors, fostering inclusive and resilient market systems.
- Support selected market actors to improve commercial, financial and technical competencies while mainstreaming resilience, competitiveness, and inclusiveness in project activities.
- Contribute to internal learning and knowledge management processes by conducting performance monitoring, cost benefit analysis, market assessments, market analysis, project reviews and evaluations as appropriate.
- Collect, analyze, interpret, and compile reports that highlight strengths and weaknesses in market actors' practices, providing actionable insights for improvement.
- Identify opportunities for innovation and new areas for market aggregation and development of compliant and sensitive market systems approaches and tools.
- Coordinate market fairs and use innovative technological platforms to link farmer producer groups to transporters and buyers and improve efficiency and market access.
- Identify and rectify bottlenecks in specific value chains supported by the project.
- Conduct markets surveys, document success stories and lessons learnt to inform adaptive and future programming.
- Manage data related to the portfolio.
- Provide technical guidance to partners engaged in this activity in consultation with project team leaders.
- Frequent travels.

Skills, Attributes & Qualifications

- Degree in Agricultural Economics, Agribusiness, Entrepreneurship, Business Administration, Development studies, Economics, or related fields. Master's degree in Business Administration, Agribusiness, Finance, Economics or Social Sciences.
- At least 5 years' working experience in the commercial sector and/or economic development or management consultancy or non-profit sector.
- Ability to work with private sector actors, government, NGOs, financial institutions and rural

communities/farmers on market linkages, value chain development and financial inclusion.

- Ability to train farmers/groups on marketing, business management, negotiation and record keeping.
- Good business acumen and appreciation of budgeting and financial management.
- Good analytical and critical thinking skills, problem-solving, judgment and decision-making skills and the ability to monitor and explain trends and variances.
- Excellent oral and writing skills, good reporting and presentation skills, with the ability to communicate technical information in a clear and concise manner, ability to tailor make reporting to meet target audiences' competencies.
- Strong relationship management skills, with the ability to engage direct and indirect reports and peers.
- Good negotiation and persuasion skills. Able to work both independently, efficiently, and effectively as well as in collaboration with people at various levels and from different backgrounds.
- Proficiency in MS Office applications namely Word, Excel, PowerPoint, Outlook, etc. Fluency in English is required, and knowledge of Ndebele and Shona languages is an asset.

All interested candidates irrespective of age, gender, race, religion, sexual orientation, abilities or ethnic affiliation are encouraged to apply for the vacancy. DCA conducts an anti-terror check as part of the recruitment process. It is a prerequisite that you can pass this check and maintain this status throughout your employment with us. Everyone applying for a job with DCA must be ready to comply with our Code of Conduct, Staff Policy on Prevention of Sexual Exploitation, Abuse and Harassment and our Child Safeguarding Policy.