

Position: Senior Commercial Horticulture Business Management and Finance Specialist – MCA Lesotho HTGSD
Opportunity Type: Full-Time Job
Location: Maseru, Lesotho



About the Organization:

Connexus Corporation is an international development consulting firm that provides consulting services in the areas of agriculture, finance, and enterprise development. Connexus' mission is to provide high quality global consulting services to transform international development and build local capacity. Connexus is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation or gender identity.

Position Description

Connexus is seeking a Senior Commercial Horticulture Business Management and Finance Specialist for the anticipated MCA Lesotho Horticulture Training, Gender, and Social Development (HTGSD) opportunity. The core objective of this initiative is to design and implement training and capacity building activities for smallholder farmers and emerging agribusinesses across the horticultural value chain, with a particular focus on the inclusion of women and youth. Falling under the Market-Driven Irrigated Horticulture (MDIH) Project, HTGSD seeks to improve the social, institutional, and business enabling environment for commercial horticulture production and to optimize the utilization of irrigation infrastructure investments.

As the Senior Commercial Horticulture Business Management and Finance Specialist, you will be tasked with providing technical leadership on the development and delivery of capacity building activities related to financial and business development services for smallholder farmers and agribusinesses in the horticulture value chain.

The position will be based in Lesotho. This position is contingent upon project award and approval by MCA Lesotho.

Tasks and Responsibilities

- Provide technical and management support to the implementation of business development and financial services capacity and investment promotion in HTGSD.
- Conduct assessments of agricultural financial services, identify current market realities, investment opportunities and service delivery gaps hampering the finance and investment in horticulture production in Lesotho.
- Work closely with the Team Leader to develop strategic approaches and work plans that address the needs of the financial services and investment, especially access to finance for smallholder and emerging farmers, micro, small, and medium enterprises (MSMEs) in agriculture.
- Advise MCA Entity and BETA Manager on financial systems within the Compact including grant and loan structuring, innovative finance mechanisms, risk management, and other related topics.
- Coordinate training of local financial service providers in behavior change, pro-innovation culture, risk analysis and management, cash flow analysis, new product delivery mechanisms, operational policies, systems and processes, as well as other needs.
- Identify outside investors, including those in South Africa, and facilitate investment from outside entities in ongoing commercial enterprises in the project.

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- Coordinate trainings to equip smallholder farmers and agribusinesses to select appropriate financing options and manage through to repayment.
- Work with the on-site support teams to provide follow-up support to sustain the capacity of smallholder farmers and agribusinesses across the horticulture value chain to access finance.

Qualifications

- Advanced degree in business or finance.
- 10 years of experience designing and supporting agricultural business, finance, and financial management programs or systems for smallholder/emerging commercial farmers, preferably in horticulture. Private sector banking or investment experience preferred.
- 5 years of experience in designing business and financial management training and capacity building for smallholder/emerging commercial farmers.
- Legally authorized to work in Lesotho.
- Exceptional oral and written communication skills in English and Sesotho.

Deadline: January 15, 2024

How to Apply

Interested candidates can send their resume and cover letter to careers@connexus.email with "Senior Commercial Horticulture, Business Mgmt., and Finance Specialist – HTGSD" in the subject line. No phone calls please.