**Job Description: Consultant – Advisory Function**

**A) CONTEXT:**

TechnoServe is a nonprofit economic development firm focused for the last fifty years on creating business solutions to poverty. We work closely with women and men in rural and urban areas of developing countries to build enterprises that generate income, create livelihood opportunities and fuel economic growth. We are headquartered in the United States and operate in more than 30 countries. TechnoServe has been active in India since June 2007. Our team members are mostly from top tier organizations and have made a conscious decision to serve the poor with an aspiration to make a sustainable difference. More information can be found at www.technoserve.org.

TechnoServe is a very atypical not-for-profit that works at the cross-section of a NGO like core philosophy married to a corporate like results oriented approach to program implementation. A large portion of our work in India deals with connecting our beneficiaries to better markets, capital and helping improve their skills. In doing this, we often seek to invert the conventional development logic by helping beneficiary groups move up and capture a greater share of the total value pie. In the process, we also help them improve their bargaining position as well as unlock efficiencies which often lead to better incomes.

Working in highly competitive value chains such as Maize, grains, fruits etc, our value chain work requires significant amount of analysis to identify opportunities and considerable ingenuity to design approaches that will help farmer groups compete in the market on equal footing. At the same time, TechnoServe is also viewed as a thought leader by our peers as well as other stakeholders in the development space, who often come to us with advisory requests on specific problems.

TechnoServe is looking to shape out an advisory and research practice that will cater to the multiple internal and external advisory requirements as well as play a leading role in converting such engagements into more strategic relations for the organization. We are looking for a talent with exceptional analytical capabilities, a sense for numbers, understanding of survey based research tools and a penchant for rolling up your sleeves and getting down to work.

**B) POSITION DESCRIPTION:**

* **Title:** Consultant - Advisory
* **Location:** Mumbai. Will involve extensive travelling within India
* **Type of Position:** Full Time

**Specific Objectives**:

* Qualify and quantify the various interventions that could potentially contribute to increasing farmer’s income in Maharashtra
* Propose interventions based on findings to design project implementation that could be prototyped by member organisations
* Use the findings of the study to garner private sector interest in investing in value interventions for farmers in Maharashtra
* Propose convergence with government schemes and projects and potentially recommend policy changes

Responsibilities would include (but not limited to) the following: -

1. Lead research (Primary and Secondary) and drive analysis on multiple advisory assignments and work closely with the Practice Leader on data synthesis and developing solutions.
2. Scout for external advisory opportunities for TechnoServe, engage in proactive reachout and support the Practice Leader in converting such opportunities
3. Identify potential stakeholders/organizations that could potentially finance a TNS program or participate in a program centered on key value chains and opportunities identified by TechnoServe.
4. Support with relevant documents/presentations related to existing and upcoming advisory assignments.
5. Accompany and Support the Practice Leader in key meetings, meet new stakeholders and help build partnerships.

**C) TYPICAL REQUIREMENT:**

* Post Graduate in business (MBA) or undergraduate in economics, finance or related field of study.
* At least 8-10 years of experience with a top ranking **Consulting** or a **Market Research** firm.
* A proven sense for numbers and good writing as well as presentation skills
* Excellent written and oral communication skills in English and comfort with conversing in Hindi.
* Self-starter with a demonstrated ability to work with a diverse and multi-cultural team, and to deliver in a time bound program
* Willingness to travel extensively.

We are looking for self-starters, independent contributors with excellent academic skills.

**D) ABOUT TECHNOSERVE:**

TechnoServe (TNS) is a not-for-profit economic development agency which creates business solutions to poverty. We work closely with rural and urban women and men in developing countries to build enterprises that generate income, create livelihood opportunities and fuel economic growth. Headquartered in the United States, we operate in more than 30 countries.

TechnoServe has been active in India since 2007, working to: **1)** Strengthen value chains: We work hands-on with smallholder farmers, enabling them to grow high-value products, engage with private sector companies and sell in profitable markets; **2)** Support entrepreneurs in poor areas: We provide business training and support to women and men who want to create thriving, sustainable enterprises; and **3)** Promote sustainable local economic development: Our market-led approach increases incomes for target groups, catalyzing further economic and social development in their communities. More information can be found at [www.technoserve.org](http://www.technoserve.org)

TechnoServe India prides on its ability to bring innovative solutions and a target driven approach to addressing poverty challenges in India. All our programs work on a defined impact target that aims to bring about a transformative economic change to the lives of poor. And in doing this, TechnoServe has often re-defined the conventional approach taken to working with these communities. Following are a few success stories:-

1. Working with **Walmart** in the vegetable clusters of Pataudi (Haryana) and Narayangaon (Maharashtra), TechnoServe helped devise a procurement model that helped smallholder vegetable farmers get at least 20% better margins for their vegetables, while at the same time helping Walmart achieve savings in procurement.
2. TechnoServe’s **engagement in Madhya Pradesh** saw – in a year’s time - three loss making Farmer Producer Companies record a 200% increase in revenues (crossing the Rs 1 Crore mark), raising of up to INR 2 Crore in commercial finance from the market and turning around to declare positive net margins for the first time since inception. Our continued engagement with these companies (and two more), this year, are expected to see a further 3 time increase in their revenues.
3. Our recent **Maize marketing initiative in Purnia Bihar** saw individual women producers make an additional margin of INR 500 per ton in a highly competitive Maize market, purely out of a more efficient Supply Chain Intervention.
4. Our **bouquet of interventions in Barmer, Rajasthan** has helped close to 6000 farmers improve their on-farm incomes from between 35% to 50% in a span of two years.
5. TechnoServe has also helped many of its clients better understand the Indian Ag landscape. For instance, our work on BMGF’s rice strategy for Eastern India and Bangladesh helped their understanding of staples in India; our assessment of agribusiness in 33 districts of Maharashtra is helping shape a World Bank funded programs (MACP) on-ground intervention in the state; our IFC funded value chain mapping of Lakadong Turmeric and Kiwi from North East India is a routine reference material for people wanting to transact with farmers in NE etc.

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