**Organisation Brief:**

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](http://www.technoserve.org) / [http://www.technoserve.org/india](http://www.technoserve.org/our-work/where-we-work/country/india)

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.

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 currently working on a research piece on cotton in Maharashtra, particularly looking at ways and means to double incomes of cotton farmers in the state. We are looking to hire a sectoral expert on cotton as a consultant for a 4-month period. We are looking for a talent with strong knowledge of cotton in India (preferably Maharashtra), experience of working with small cotton growers, 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.

**Role:** Consultant - Social Advisory – 10-14 years’ experience

**Location**: Mumbai, Maharashtra

**Travelling:** The role may require extensive travelling within Maharashtra

**Reporting to:** Practice Leader

**Specific responsibilities would include (but not limited to) the following:**

1. Research (Primary and Secondary) and drive analysis on the aforesaid advisory assignment and work on data synthesis and developing solutions.
2. Develop research tools and analytical metrics for stakeholder interviews – both farmers and sector experts
3. Provide leadership in sector related ideation as well as knowledge support to the team in matters relating to cotton.
4. Support with relevant documents/presentations such as documenting successful case studies, creating income impact estimations etc.
5. Accompany and Support the Program Lead in key meetings, independently meet new stakeholders and help build partnerships.

We are looking for people with a high intellect, excellent academic and extra-curricular achievements and a lot of commercial acumen with ability to analyse situations, set priorities and take decisions.

**Requirement**

* Post Graduate in Agriculture / MBA in Agri-business, agriculture or Rural Management or related field of study from premier institutes.
* At least 10 years of experience in the field of cotton. Experience of working with small holder farmers, contract farming or farmer producer organizations would be preferred
* A proven sense for numbers and good writing as well as presentation skills
* Excellent written and oral communication skills in English and Hindi. Knowledge of Marathi would be an added advantage.
* 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.

**D) Application Instructions:**

Qualified and interested applicants should submit a Word-formatted single document consisting of Cover letter and Resume (in MS Word format) and salary history to **sshankar@tns.org**. Please identify the position for which you are applying in the subject line.

*TechnoServe is an Equal Opportunity Employer*