

# Terms of Reference (TOR)

## Agro-enterprise Development Specialist

### Background

The Smallholder Agribusiness and Resilience Project (SARP), a project jointly financed by the International Fund for Agricultural Development (IFAD) and Government of Sri Lanka, aims to build resilience and market participation of 40,000 rural households in the climate change affected districts of Anuradhapura, Vavuniya, Matale, Mannar, Puttalam and Kurunegala. This is pursued through capacity building for climate resilience and inclusive value chains, combined with investments for climate resilience and inclusive value chains including last mile infrastructure. The lead programme agency is the Ministry of Agriculture, which would establish a dedicated project management unit (PMU) at central level and two regional hubs for the implementation of SARP.

### Scope of Work

Under the overall guidance of the Project Director the Agro-enterprise Development Specialist will:

- Together with Value Chain Specialist, identify viable value chains including those with potential for scaling-up for investments for inclusion of small farmers organised into business-oriented Farmer Producer Organizations (FPO) across all six districts.
- Prepare guidelines for the implementation of micro-enterprises related to farm enterprise diversification.
- Participate in planning exercises, contributing to the planning process on issues related to socio-economic aspects with special focus on livelihood development and market appraisals.
- Identify suitable income generating (IG) opportunities for women-led groups and youth.
- Prepare feasibility studies where and when required for the development of income generating activities.
- Together with Value Chain Specialist, identify and prepare feasibility studies for critical market infrastructure needs across all six project districts.
- Identify and strengthen backward and forward linkages with individual producers, entrepreneurs and private sector for improved marketing, procurement of inputs, sub-contracting, training and extension.
- Provide leadership in carrying out needs assessments of the capacity of extension workers in enterprise development and marketing.
- Identify training needs for project beneficiaries and field staff in aspects of farm business management.
- Together with other experts in the team, apply Farmer Business School (FBS) methodology as a main instrument for reaching target individuals – including men, women, youth, and persons with disabilities-within the community.
- Together with other experts in the team, provide training to project staff, and service providers in FBS or/and customised training in organizational management and business skills development.
- Apply FBS approach to develop customised training materials in agro-enterprise development and marketing for frontline extension staff in collaboration (together with the Core Team of Trainers) and monitor the training and extension programme for extension workers and lead farmers.
- Organize and deliver a training programme for agro-enterprise promoters on data collection, compilation and analysis.
- Apply FBS / train farmers in farm business management and marketing.

- Make periodic on-site visits to the districts and sites where the project is operating to provide back up support, coach and mentor staff and gain first-hand appreciation of the achievements and challenges.
- Apply FBS methodology to design and implement simple systems of record keeping and data collection for farm enterprise diagnosis.
- Prepare monthly and quarterly monitoring of achievements, beneficiary profiles, and project status reports and activity impact assessments on an ad hoc basis when required.
- Arrange and organize inter-group visits both within and outside the project area.

**Qualifications and experience:**

Area of qualification / experience	Expected level of qualification / experience
<b>Education:</b>	
Postgraduate Education	She / He should have a completed a Master Degree in Agricultural economics, business management and/ or marketing or a field related to rural enterprise development
<b>Working experience:</b>	
	<p>At least seven years of practical experience in designing and delivering agro-enterprise development training programmes at project / or institutional level.</p> <p>She / He should have related working experience forming / establishing institutes or organizations.</p> <p>She/He should have related working experience on youth development activities either in a foreign funded project or any other institute or organization</p>
<b>Other qualifications and experience</b>	<ul style="list-style-type: none"> <li>• Computer literate</li> <li>• Strong inter-personal skills</li> <li>• Strong analytical skills</li> <li>• Fluency in English and Sinhala and preferably Tamil</li> </ul>

**Duty station and duration**

Colombo with frequent travel to the project sites.

Duration of services – 12 months. Initially, the contract will be assigned for a period of twelve (12)months and its extension will be based upon successful performance and requirement of the project.