

Commercialization and Scaling Advisor

Official Position Title: Private Enterprise Officer, Backstop 21, FSL-1101-03

Functional Title: Commercialization and Scaling Advisor

Location of Position: U.S. Agency for International Development, Bureau for Food Security, Office of Market and Partnership Innovations, Inclusive Markets Division

Position Grade: FSL-03

Salary Range: US\$84,095 - US\$123,497

Position Closing Date: December 19, 2016, 11:59 PM EST

Description of the Bureau: The USAID Bureau for Food Security (BFS) leads coordination and implementation of Feed the Future, the U.S. Government's global hunger and food security initiative. BFS brings together programmatic, technical, and regional expertise from throughout USAID to assist 19 Feed the Future focus countries and additional aligned countries and regional programs with strategic design, implementation and monitoring and evaluation. BFS coordinates Feed the Future's 10 additional U.S. Government partner agencies and departments, most recently on development and implementation of the new U.S. Government [Global Food Security Strategy](#). This strategy, delivered to Congress as a requirement of the Global Food Security Act of 2016, charts how U.S. Government partners will support developing countries over the next five years to achieve lasting progress in food security and nutrition.

Description of Office or Team: The Market and Partnership Innovations Office (BFS/MPI) strives to reduce poverty, fight hunger and improve nutrition by increasing the productivity and profitability of smallholder farmers around the world through a diverse portfolio that combines market-led innovation and dissemination of technology; partnerships and private sector engagement; and activities that enable and accelerate private investment, improve access to finance and enhance risk management. One of two divisions in the office, the Inclusive Market Development Division (BFS/MPI/IMD) promotes an enabling environment for growth, facilitates private sector investment, and fosters innovation in market-led approaches to catalyze and accelerate agricultural development and improved nutrition.

Description of Position:

The Commercialization and Scaling Advisor will advance inclusive agricultural market development with a particular emphasis on working with the private sector to commercialize promising new agriculture technologies in the seed, fertilizer, and post-harvest storage sectors, among others. Major duties will include project design and management; technical leadership and advisory services to USAID operating units in Washington and the field; and stakeholder engagement through collaboration with key partners and working collaboratively with representatives of different types of institutions, including government, universities, and the private sector. This position will be part of the Inclusive Markets Division of BFS/MPI and the incumbent will report directly to the Division Chief.

Description of Key Duties: Major duties will include project design and management, include providing technical, analytical, administrative and/or managerial support for all stages of the project cycle. In addition, the incumbent will provide technical leadership and support in the areas of commercialization, scaling, and market systems to USAID's operating units across the Agency and in the various Missions that have Feed the Future activities. S/he will advise on strategic approaches to technology commercialization, scaling, and market systems that enhance Feed the Future outcomes related to inclusive agriculture sector growth, improved nutrition outcomes, and increased resilience. The incumbent will facilitate collaboration between partners and work collaboratively with representatives from a multitude of different institutions, including government, the private sector, and other donors.

Qualifications Required: This position requires specialized knowledge of economic principles and institutions related to international agricultural development and foreign policy, as well as in-depth knowledge of value chain and systems approaches to achieving agricultural development, and familiarity with the approaches used in the Feed the Future Initiative. Demonstrated capacity to develop market entry strategies of agri-businesses using common methodologies such as cost-benefit analysis and generating actionable recommendations in writing. Mastery of the application of a wide range of qualitative and/or quantitative methods for the assessment and improvement of program effectiveness or the improvement of complex management processes and systems. Knowledge of innovation diffusion models and capacity to apply models in an agricultural market context to scale use of new technologies, particularly in developing countries relevant to Feed the Future. Proven ability to estimate potential market demand and adoption scenarios in developing countries of technological innovations.

The incumbent should also have experience as a proven communicator, motivator, and team player to enhance coordination efforts with USAID and U.S. interagency colleagues, other bilateral and multilateral agencies, academic organizations, and private sector actors. Preference for candidate with strong written and oral communications skills in order to develop and present clear and concise findings and analysis to diverse audiences.

Application Instructions: Please send detailed CV and cover letter to bfsjobs@usaid.gov with the position's title in the subject line, by position closing date listed above.

For more information: <https://feedthefuture.gov/lp/opportunities-join-feed-future-team>