

JOB DESCRIPTION

Position: Chief Executive Officer (CEO), Farmer Producer Enterprise

About the Organization:

Foundation for Development of Rural Value Chains (FDRVC.org) is a Joint Initiative of Ministry of Rural development and Tata Trusts set up as a not-for-profit company to support promotion of professionally managed and producer owned collective enterprises in select rural value chains in farm and non-farm sectors which are sustainable and profitable. FDRVC is managed by high quality seasoned professionals working from its head office in New Delhi and four regional offices.

Brief About the Position

Presently FDRVC has initiated the process of setting up of Producer Enterprises (PEs) in farm produce in various districts in Chhattisgarh, MP, Uttar Pradesh and Rajasthan. The PEs being set up are large format enterprises and are projected to have annual turnover of more than 50 crore. The PEs will be dealing in Soybean, chickpea, spices, pulses and oilseeds involving procurement, processing and marketing of the commodity and the value-added products to be manufactured by the Producer Company. The Producer Enterprises is going to be working with a large farmer base and will have modern equipment for commodity handling and IT based business processes.

Hadoti Mahila Kisan Producer Company Limited (Hadoti MKPCL), Kota-Baran (Rajasthan), a Producer Company being incubated by FDRVC and supported under National Rural Livelihoods Mission, is offering unique opportunities to those who have the passion to work with rural poor and willing take up the challenge to work for the small and marginal farmers. The Producer Company will be dealing in coriander, soybean and other agriculture produce involving procurement, processing and its bulk, retail packaging/consumer packs by investing in large scale processing units and marketing of the commodity and the value-added products. FDRVC has been retained by Hadoti MKPCL to hire for the position of Chief Executive Officer (CEO).

Responsibilities:

As the CEO of the producer enterprise, the person has to stay in the head quarter of the PE and will be responsible for the followings:

- Overall turnover and profitability of the PE, in line with the business plan
- Efficient management of business operations including procurement and storage of the commodities, processing, marketing and management of working capital
- Efficient management of cost of operations
- Support for the functioning of the PE as per the Standard Operating Procedures (SoPs) which includes operations of procurement centre, logistics and supply chain, processing centre operations, quality control, distribution, sales, marketing etc.
- Enable shareholder Mobilization from among the farmers
- Adoption and follow the price discovery mechanism as per SoP and to enable purchasing of commodities at appropriate rates from member farmers
- Identification of new revenue streams, in line with the core business functions of PE
- Initiate to build up share capital of the company

- Conduct market research and building profitable market linkages
- Integration of technology to explore alternatives for value addition of primary produce
- Ensure compliance to Govt. policies and norms
- Facilitate adoption of technology solutions / IT for operations of PEs

Apart from these above, following are the routine tasks, which will be required to be performed by the CEO, as per the guidelines of the Companies Act, 2013:

- Perform administrative acts of routine nature including managing day-to-day affairs of the company
- Operate bank accounts or authorize any person, subject to the general or special approval of the Board
- Make arrangements for safe custody of cash and other assets of the Company
- Sign MOUs for business related activities as may be authorized by the Board for and on behalf of the Producer Enterprise
- Maintain proper books of accounts, prepare annual accounts, place the audited accounts before the Board and in the annual general meeting of the Members
- Furnish the members with periodic information to appraise them of the operation and functions of the Company
- Make appointments to posts in accordance with the powers delegated to him or her by the Board
- Assist the Board in the formation of goals, objectives, strategies, plans and policies.
- Advise the Board with respect to legal and regulatory matters concerning the proposed and on-going activities and take necessary action in respect thereof
- Exercise the powers as may be necessary in the ordinary course of business
- Discharge such other functions, and exercise such other powers, as may be delegated by the Board
- To provide timely information to the members and Board of Directors for scheduled meetings, board meetings, Annual General Meetings or emergency/short notice meetings.

Apart from these CEO will have the following other commitments:

- Provide all necessary data and information as asked by stakeholders
- Participate in internal and external monitoring visits and audits
- Compliance with guidelines / procedures of funding and other concerned agencies
- Participate in review meetings and provide regular updates and presentations
- Participate in workshops/summits/conferences/training sessions as may be deemed necessary
- Preparation of weekly/Monthly/ yearly project reports of the PE

Skills/Knowledge

- Thorough understanding of the policy environment for promotion of FPOs
- Business operations management skills like planning, review and implementation are extremely important
- Develop linkages with key players in the value chain including market
- Knowledge of technical know-how to engage with a large variety of stakeholders like processors, Retailers, Corporate, traders, input suppliers, government officials, administrative officials, field staff and farmers to create value for farmers
- Interested to work with rural communities especially women, people from varying backgrounds, demographic characteristics and educational levels

Qualifications Required:

- Post-Graduation or Graduation or an equivalent degree in Food Technology, Agriculture, Horticulture, Agribusiness Management and other related fields

Experience:

- Minimum 5 years of work experience in Agribusiness management with top line and bottom-line responsibilities
- Experience of handling operations for 2-3 years in Farmer Producer Enterprise/ Solvent Processing unit/ Dairy Processing/ Food processing units etc.
- People from commodity trading background are not preferred

Other: Fluency in English and Hindi is required

The position will be based out of district/block level in focus state of Rajasthan. The salary is commensurate with current salary, experience and industry standards.

How to apply: [Click here](#) to apply.