

## **JOB VACANCY ANNOUNCEMENT**

### **SENIOR SPECIALIST - MARKETING**

#### **DUTIES**

This position involves providing the analytical framework for assessing the technical, financial and economic viability of projects in the agricultural sectors of developing countries. Duties may include:

- Managing or participating in consultancies for technical assistance projects in developing countries related to fertilizer marketing, policy development, investment analysis and technology transfer (e.g., developing and implementing agroservices, analyzing the fertilizer market, formulating recommendations which meet the project objectives)
- Participating in IFDC training programs (e.g., developing technical content of training programs, coordinating and/or instructing at training programs)
- Identifying and developing technical assistance project proposals (e.g., establishing budgets, negotiating with clients or funding agencies in conjunction with IFDC management, ensuring proposal satisfies the terms of reference and other technical requirements of the executing institution)
- Keeping updated on current issues in the global fertilizer marketing sector (e.g., maintaining liaisons with internal and external colleague network, representing IFDC at fertilizer marketing conferences and seminars)
- Performing a variety of other minor related duties as required

#### **JOB REQUIREMENTS**

This position requires detailed technical knowledge of commercial fertilizer marketing systems for developing countries. An overall knowledge of fertilizer use/agronomy is required to provide technical assistance from production to end use. This job may involve the following:

- Ability to apply fertilizer marketing knowledge in a developing country environment to develop cost-effective and efficient policies and recommendations for the client country
- Knowledge of investment/financial/economic analysis to perform analytical appraisal of projects, problem solving and valuation of fertilizer companies
- Ability to communicate effectively, both orally and in writing, to prepare clear technical reports for clients and to develop training programs
- Ability to use a computer to perform analysis
- Ability to communicate effectively with clients, funding agencies, and colleagues in order to direct team efforts in a timely, objective-oriented manner
- Minimum of a Bachelor's degree in Marketing/Agricultural Business & Economics and ten to twelve years of relevant work experience in fertilizer marketing and investment analysis. A Master's degree is preferred.

## **BENEFITS**

The salary will be paid in U.S. dollars commensurate with experience. The benefits package is competitive with similar positions at other International Agricultural Research Centers (IARCs). The employee benefits package will include annual and sick leave; paid holidays; insurance (medical, life, AD&D, LTD, BTA, medical evacuation); and retirement.

## **POST**

This position will be posted at IFDC Headquarters, Muscle Shoals, Alabama. Significant international travel is required.

## **APPLICATION**

Qualified applicants are invited to send their résumé or CV to the Personnel Office, IFDC, via email to [ahammock@ifdc.org](mailto:ahammock@ifdc.org). Please reference the job title **Senior Specialist – Marketing** in the subject line of your email. Screening of applications will begin immediately and will continue until the position is filled.