



Expanding Opportunities Worldwide

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Description

Since 1963 and in 148 countries, ACDI/VOCA has empowered people in developing and transitional nations to succeed in the global economy. Based in Washington, D.C., ACDI/VOCA is a nonprofit international development organization that designs and delivers technical and management solutions in agriculture, economic growth, and resilience to promote economic prosperity and social inclusion.

Business Commercial Expert, Lesotho

ACDI/VOCA is seeking a Business Commercial Expert for an anticipated program in Lesotho funded by Millennium Challenge Corporation (MCC).

The Business Commercial Expert will lead efforts that facilitate the development of organizations through innovative business solutions for service provider firms that will enhance their own and the industry's competitiveness. The program is anticipated to start in 2023 and this position is based in Lesotho.

Responsibilities

- Facilitate the development of business models and Small and Medium-sized Enterprises (SMEs) that demonstrate how to improve commercialization in the value chain
- Identify constraints with financial institutions and SMEs towards lending/financing and services, and facilitate activities to overcome the constraints
- Identify gaps and work towards a more favorable operational environment in which organizations can be competitive
- Provide operationally focused support to partner businesses and financial institutions
- Work with businesses to build strategy, business planning, and problem-solving systems
- Deliver capacity building, business skills, and knowledge sharing workshops for SMEs
- Participate in SME due diligence
- Provide technical input to the grants department to support innovative investments for targeted businesses

Qualifications

- Bachelor's degree in finance, business administration, commerce, marketing, agricultural economics, or related field required; master's degree preferred.
- Minimum 8 years of work experience in international development, preferably in a horticulture, business development, or investment context.
- Proven experience in a senior, private sector management position providing support for SME development, agribusiness development, or investment.
- Experience working in Lesotho preferred.

Business Commercial Expert

Hiring organization

ACDI/VOCA

Employment Type

Full-time

Industry

Agriculture

Job Location

Maseru, Lesotho

- Fluency in English required.

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