



<https://jobs.eagmark.net/job/director-of-market-systems-development-department/>

### Description

In January 2023, IFDC enacted a new structure aiming to globalize programs and operations in order to maximize impact. Global programs, under the leadership of the Vice President of Programs, break regional silos for effective delivery of project outcomes. In that structure, three programmatic departments are established: Soil Health and Agricultural Productivity Scaling; Market Systems Development; and Enabling Impact.

### Job Summary:

The Director of the Market Systems Development Department is responsible for managing the portfolio of projects and programs in the department. The overarching goals are to: review, update and harmonize IFDC tools and approaches in addressing market system development; rebuild and strengthen staff capacity and IFDC core capacity in market systems development; stimulate cross-project learning and sharing to speak with one voice about IFDC MSD products; contribute to revenue generation through securing top ups and second phases of existing programs; and internalize USAID market systems development approach to help IFDC better sell its MSD products to USAID resulting in securing more USAID funding. This position will be based in any of the IFDC offices in East & South Africa, or in Asia

**Reporting line:** The Director of Market Systems Development Department reports directly to the Vice President of Programs.

### Responsibilities

- Lead the development and implementation of market systems development activities in IFDC's project portfolio, establish formal communication and knowledge-sharing mechanisms across departments and projects and ensure effective integration of market systems approaches across program departments.
- Provide technical leadership on market systems development to IFDC's project teams, including overseeing the design and implementation of market assessments, market analyses, and other market systems-related activities and regularly report progress to the VP of Programs.
- Lead the development of partnerships and collaborations with key stakeholders, including private sector actors, government agencies, and other organizations, to support the implementation of market systems development activities.
- Communicate regularly with Chiefs of Party/Project Leaders to ensure proper support and monitoring of project implementation (time, budget, performance), while adhering to contractual obligations and donor requirements, as well as policies and procedures internal to IFDC.
- Contribute to the development of IFDC's thought leadership on market systems development, including publishing papers, participating in conferences, and building relationships with external stakeholders.
- Ensure effective project management, monitoring, and reporting of market systems development activities, including tracking progress against project objectives, managing budgets, and ensuring compliance with donor

## Director of Market Systems Development Department [?]

### Hiring organization

International Fertilizer Development Center (IFDC)

### Employment Type

Full-time

### Industry

Agriculture

### Job Location

East Africa or Asia

requirements.

## **Qualifications**

### **Required Skills**

- Knowledge of budgeting, accounting, project monitoring & evaluation, human resources procedures and principles, procurement and contracting, as well as relevant international donor regulations.
- Proven ability to build relationships with stakeholders and develop partnerships to support market systems development interventions accompanied with an existing network of relevant donors, especially USAID, organizations, and private sector partners in Africa and Asia.
- Demonstrated leadership skills and excellent communication and interpersonal skills, with the ability to communicate complex technical concepts to a range of stakeholders.
- Strong analytical and problem-solving skills, with the ability to identify and address market systems challenges and opportunities.
- Ability and willingness to travel frequently to project implementation sites.

### **Required Experience**

- Master's Degree in business administration, agricultural marketing, agricultural economics, development economics or a related field with a minimum of 15 years of relevant working experience.
- Minimum of 5 years of experience in managing and implementing complex market systems development projects, including managing budgets and teams of technical staff in the African Continent.
- Knowledge of the fertilizer sector, agriculture production, and market systems is a must.
- Capacity to work in a matrix organization and to manage and motivate staff that is often under pressure to deliver while operating under challenging social and security circumstances.

**APPLY NOW**