

Vacancy for Business Plan Preparation Training

Improving the Business plan preparation capacity of board, managers and staffs of Wodera, Melik and Gamo Gofa Cooperative Unions

Ref. nr EV.8690

Who are we looking for?

A motivated finance, banking /business expert who has ample experience and skills in delivering business planning preparation training and also who is aware of cooperative business entities. Furthermore, the expert should be familiar to financial statement analysis.

Context:

In Ethiopia, most of the cooperative unions often have a very wide membership, ranging from 8-120 primary cooperatives(PCs). Unions are quite able to market inputs (seeds, fertilizer, etc.) to their members, but marketing the crops of their farmers is something they are often just recently practicing and less-experienced in. A sound purchase strategy, timely finance and a good relation between union and PCS is important to master the capacity of output marketing. In order to get work capital, unions often apply for a loan at the bank. This loan the union in turn disperses to selected cooperatives, who use the finance to purchase the agricultural goods of the farmers.

Banking and loan provision in Ethiopia works somehow different then in Netherlands. Often banks don't care a lot for a sound business plan, based on the relation they have already with that specific union or based on a support letter of the government a loan is provided. So, the objective of this business planning coaching is besides access to finance, that union properly learn to plan their business and write a sound business plan.

One of the critical challenges of cooperatives in accessing loan from bank is, the inability of preparing a sound bankable business plan that is acceptable and smart for the banker to release the requested finance. Previously unions never had the experience of developing a sound, bankable business plan for bank purposes, neither did they have the skill of implement their activities based on it. Taking this as a decisive challenge for accessing finance, Agriterra has put a significant effort to provide different business plan preparation training and coaching tracks for union managers and staffs.

After involving the Agriterra unions in the business plan preparation training and coaching, increasingly the culture of developing business plan is becoming part of the cooperative planning. Yet, there are issues that Agriterra needs to address gradually until unions reach certain level of professionalism in preparing business plan and implementing it. This assignment targeted to train three cooperative unions namely Wodera, Melik and Gamo Gofa. These unions did not receive business plan coaching before.



Country
Ethiopia

Period
August 26 till September 06, 2017

Deadline
n.a.

Number of experts we need
2 persons

The assignment

The goal of the assignment is to improve the business plan preparation capacity of board, managers and staffs of Wodera, Melik and Gamo Gofa Cooperative Unions, assisting them to prepare a bankable business plan and access a bank loan. Objectives are described as follows:

- Provide customized business plan preparing training on spot. During the session at each union the Agripooler will:
 - Train and equip selected union board, management and staff members on the development of sound and SMART bankable business plan, loan management, how to increase business turnover, how to reduce cost drivers and options to diversifying the business portfolio.
 - Advise the union staff on the proper implementation of business plan.
- Provide technical supports and coaching in the business plan content developments.
- Cross check through email collaborations (after getting back to the Netherlands) whether the recommendations provided were included in the business plan and triangulate whether the draft annual business plans prepared by the union is realistic, targeted, market and competitors analysed, involved risk management strategies, and sound financial projections.

Profile of the agripoolers	
Knowledge	Business planning preparation and finance statement analysis
Experience	Familiar with cooperative business entity, and experience in delivering trainings and having good coaching skill
Competences	Flexible, analytical, cultural sensitivity and adventurous
Language level	English on medium proficiency level

Contact:

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