

Vacancy for an Agripool mission

Conducting a cooperative assessment at Clever Farm in Vietnam

Ref. nr 8672

Who are we looking for?

We are looking for 2 Agripoolers that can do a mission on company assessment of the cooperative of clever agricultural value chain (Clever Farm) that is mainly producing cashew. Do you speak English, are you flexible, patient and pragmatic and do you have experience in cooperative businesses, business administration and management, rural financial services, and/or market and value-chain investment for small and medium enterprises in rural areas?

Context

Vietnam, Binh Phuoc, farmer-led-business

In Vietnam, there are more than 10,000 agricultural cooperatives operating in the fields of farming, livestock, fisheries, irrigation, forestry, salt production and agricultural services. After the introduction of new cooperative law in 2012, majority of cooperatives have been restructured however they are still operating in a traditional style, in which business development are insufficiently invested. Besides that, new cooperatives are continuously registered. For newly established cooperatives, they are young, small but very entrepreneurial.

Clever Farm (since november 2016) is one of the new style cooperatives in the South of Vietnam, established with the mission to increase income for farmers in the area. Currently, the cooperative has 8 staff (including management and supervisory board) and 169 members. Its main activity is the production and sales of cashew nut to private companies in the local area. Besides that, Clever Farm plans to provide other services to its members such as input supply, trading and marketing, and technology transfer.

The cooperative shows continuous growth perspectives since they already have partnership with 500 farmers living closeby. Average production area of members is 2.5ha. The working capitals is 2 billion VND (~7600 EUR); At present, Clever Farm is proposing/projecting the following services with contribution of cooperative revenue:

- 30% of Production of Cashew nut for export; and Fruit & Vegetable (Sorting, Packaging, Preservation and Domestic Distribution)
- 10% Input materials (seedling & fertilizer)
- 15% Trading & Marketing
- 10% Technology transfer
- 5% Storage
- 5% Training



Country
Vietnam

Period
From 19-22 July 2017

Deadline
13 July 2017

Number of experts we need
2

The assignment

Clever Farm is strongly supported by My Le private company that is a local company, purchasing, processing and exporting cashew nut and other agricultural produce. The director of My Le company is also the chairman of Clever Farm. Moreover, My Le company is an investor of Clever Farm.

The Clever Farm is clear on what they expect from Agriterra such as Governance empowerment, organization management, HRM, financial management, value chain (buyer-supplier linkage), access to finance but they also expect Agriterra to support technology application (e.g. integrated farming systems of cashew, coffee, pepper in the same farm). From Agriterra perspective, we also would like to help Clever Farm separated from My Le company.

The assignment aims:

The objective of this cooperative assessment is to identify and screen the cooperative organisation with business and development potential and to assess opportunities for a partnership in business development with Agriterra. At the end of the week the Agriterra assessment team will evaluate the results, will offer recommendations and will strive (depending on the outcome) to develop a plan how and with what services Agriterra can support Clever Farm to realise their BHAG¹ (Big Hairy Audacious Goal).

Expected results:

One mission report containing the following information:

- A completed cooperative assessment report based on the Agriterra cooperative assessment tool ®.
- Advice whether to start up partnership between Agriterra and the assessed cooperative.
- If the cooperative assessment foresees a possible partnership between Agriterra and the assessed cooperative, the defining of the collaboration between Clever Farm and Agriterra with main topics and a brief action plan.

Profile of the agripoolers

	Profile 1	Profile 2
Knowledge	Business Administration / Finance / Technology/Innovation/Economics	Business Administration / Finance / Technology/Innovation/Economics
Experience	Governance, Financial services, and/or business administration Being a member of the board or management of a agriculture coopeative is a bonus	Cooperative business management and administration Working with agricultural cooperatives is a bonus
Competences	Flexible, analytic, pragmatic, culturally sensitive	Flexible, easy communicator Cultural sensitivity
Language level	English on proficiency level	English on proficiency level

Contact:

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¹ A Big Hairy Audacious Goal (BHAG) is a strategic business statement similar to a vision statement which is created to focus an organisation on a single medium-long term organisation-wide goal which is audacious, likely to be externally questionable, but not internally regarded as impossible. A BHAG encourages companies to define visionary goals which are more strategic and emotionally compelling. Many businesses set goals which describe what they hope to accomplish over the coming days, months or years. These goals help align employees of the business to work together more effectively. Often these goals are very tactical, such as "achieve 10% revenue growth in the next 3 months." In contrast, Collins and Porras define a BHAG (pronounced BEE-hag) as "...an audacious 10-to-30-year goal to progress towards an envisioned future." The authors claim that a company may have more than one BHAG; there may be one over-reaching BHAG and other shorter term BHAGs. "A true BHAG is clear and compelling, serves as a unifying focal point of effort, and acts as a clear catalyst for team spirit. It has a clear finish line, so the organisation will know when it has achieved the goal; people like to shoot for finishing lines."