

Job description - senior Agriculture consultant

Summary:

Soil & More Impacts BV (SMI) is a specialized advisory firm that develops sustainable strategies for Food, Farming & Finance clients globally. We work from 2 offices: one in Amsterdam (The Netherlands) and one in Hamburg (Germany). For more information, see: www.soilandmore.com

You will work in a team of dedicated professionals and take the lead in a variety of activities. The basis of your work is leading projects on technical hands-on advisory services towards farmers worldwide. This role is a unique opportunity to help transition farming into more sustainable practices within a team alongside strategists and app experts.

Our customers for technical advisory services are companies, brands or organisations whose suppliers need practical solutions for natural soil fertility management or other methods of farming that enhance sustainability. You will help customer groups with capacity building to assess, improve and communicate their sustainability performance in a holistic but pragmatic way.

To increase impact, you collaborate with your Strategy and App colleagues to incorporate the most relevant solutions to enlarge impact and ensure applicability of training content.

Your office base is Hamburg with frequent international travel. You will be in contact with all types of agri & food sector related businesses, from smallholder farmers to global processors, and other stakeholders as policy makers or auditors, in the EU and all around the globe.

You will be working independently, directly reporting to the Managing Partners.

Key activities

As senior Agriculture consultant, key activities will be:

- Leading and administrative responsibility for selected projects such as:
 - o Developing, implementing and building capacity around e.g. (natural) fertilization programs, nutrient cycle analysis, as well as general sustainable soil fertility & agricultural practices, soil carbon and agroforestry related emission reduction projects
 - o Modelling and analysing economic feasibility of sustainable farming practices
 - o Assessing and modelling impacts and dependencies of soil in relation to water and climate
 - o Running training workshops related, but not limited to, sustainable farming, composting, and agriculture's impact on agriculture on the environment for different target groups

- Development of client relationships
 - o Defining the direction of projects in cooperation with clients
 - o Developing, writing and/or customizing project applications and commercial proposals
 - o Anticipating clients' future needs and pro-actively suggesting solutions beyond designated project scopes

- Development of SMI as a company
 - o Infusing other pillars (Strategy and IT services) with your practical and up-to-date technical knowledge and enhancing knowledge transfer within the technical team
 - o Giving guidance and direction in setup and maintenance of user manuals, guidelines, questionnaires and PR materials related to the direction that the company wants to develop
 - o Suggesting new directions of research
 - o Taking responsibility for growing the company (content- or structure wise)
 - o Occasionally representing SMI at symposia, fairs, lectures and stakeholder meetings

Required skills/experience

- Both practical and academic background in farming; in-depth knowledge about main crop requirements and general farm management
- 7+ years of hands-on experience in the agricultural advisory services, preferably in the global south
- Solid track record in one or more of the following topics: organic or regenerative farming, agroecology, sustainable farm practices, soil, fertilization/nutrient management
- Skilled trainer/communicator with ability to conveying a message to culturally diverse target groups, mostly farmers but also other supply chain actors
- Intercultural awareness with ability to take lead and act upon unexpected situations
- Both analytical & pragmatic/solution-oriented thinking (“getting things done”) as well as strong managerial/coordination skills
- Working experience with projects and private sector, international experience welcome
- Networker with ability to identify and communicate with decision makers
- Team player, with strong ability to work independently
- Fluent in English & Spanish. Ability to do assignments in other languages is a must
- Comfortable with working in a small team (<10)
- Prepared to travel globally and out of “comfort zones”
- Good skills in MS PowerPoint, Excel

We offer:

- Great possibility to perform an impactful job in the Food & Agri sector
- Opportunity to be part of a young, innovative company
- Direct exposure to clients at all levels, engaging in positive impact projects
- Room for steep personal development, learning, creativity and initiative
- International work environment
- Compensation package in line with our company values

For more information, visit our website or contact Inka Sachse (+ 49 (0)174 263 889 0); inka.sachse@soilandmore.com