



THE CONSORTIUM FOR ENHANCING UNIVERSITY RESPONSIVENESS TO AGRIBUSINESS DEVELOPMENT LIMITED (CURAD)

TERMS OF REFERENCE FOR CLIENT (BUSINESS) DEVELOPMENT OFFICER – STUDENTS/GRADUATES, CURAD

Post Title	Client (Business) Development Officer (in charge of Student/graduate activity)
Duration	One year; renewable to further three years based on performance
Number of Positions	One (1)
Country of Posting	Uganda

About CURAD:

The Consortium for enhancing University Responsiveness to Agribusiness Development limited (CURAD) is a public-private partnership initiative promoted by the Makerere University; the National Union of Coffee Agribusinesses and Farm Enterprises (NUCAFE); the National Agricultural Research Organization (NARO); the University of Copenhagen (UC) and NIRAS International.

CURAD is funded by the Universities, Business & Research in Agricultural Innovation (UniBRAIN), an initiative led by the Forum for Agricultural Research in Africa (FARA) supported by the Royal Danish Ministry of Foreign Affairs (DANIDA).

CURAD has established an agribusiness incubation centre based at the Makerere University Agricultural Research Institute at Kabanyolo. The key outputs of the incubator will be mainly young skilled entrepreneurs, profitable enterprises and technological innovations and it is piloting with the coffee value chain. The objective is to improve the efficiency of marketing, to improve the quality of the product and to capture more value added products in coffee in ways that will increase returns to the producers and create jobs locally.

CURAD is looking for a Clients Development Officer for bringing students/graduates into taking up entrepreneurship activities in agricultural value chains. He/She will be responsible for nurturing student/graduate start-up enterprises but at the same time ensure financial sustainability of CURAD.

CURAD Mission Statement:

To produce young innovative and skillful agribusiness incubatees through strategic partnerships that support training, mentoring and business development.

Duties and Responsibilities of the Clients Development Officer in Charge of students/graduates:

The Client Development Officer is expected to:

- Carry out customer development activities by getting to the student, and rural and urban youth customer segments so that tailored services and products can be made for them.
- Mobilise and engage the students/graduates for setting up agricultural value chain enterprises including coffee based SMEs.
- Contribute to disseminating the information of the activities and opportunities provided by CURAD amongst the youth by tapping into educational institutions, youth communities and to wider public through outreach activities, youth community meetings, print/electronic media.
- Facilitate in selecting, training and developing business ideas into models and business plans for students/graduates and generally the youths, arranging input service packages like extension services, marketing, office spaces,
- Facilitate and link incubated client students/graduates to access financial support to implement their business plans.
- Organise and facilitate business plan competitions, which

activity will enable start-up student enterprises to be competitive and attract funding.

- Organize and facilitate youth entrepreneurial clubs and clinics along specific value chains in tertiary institutions and related organizations.
- Support clients product marketing activities
- Support the CURAD Managing Director to:
 - Develop Monitoring & Evaluation reports in line with requirements of UniBRAIN and updating of UniBRAIN-MICS.
 - Conduct stakeholder and client surveys for the incubator.
 - Prepare monthly articles and quarterly departmental reports on incubator activities concerning client - students.
 - Prepare department annual report with data on job creation, revenue generated etc.
- Perform any other duties assigned by the Managing Director.

Desirable qualifications:

General Skills	Bsc in Agriculture, food science or related qualification, Msc in agriculture, business, marketing or related will provide added advantage.
Professional Skills	<ul style="list-style-type: none"> • 2-5 years' experience in managing student's activities, farmers and farmer groups or similar youth/community service activities. • Strong ability to work and interact well with diverse customer segments in different agricultural value chains. • Handling training programs and ability to understand the demands of the youths today. • Ability to initiate manage and coordinate training, exhibitions and related activities.
Specific Professional Skills	<ul style="list-style-type: none"> • Entrepreneurship management, revenue generation and management. • Basic computer skills in MS Office package and presentation skills. • Good written and oral communication in English and one of the local dialects in Uganda.

Other Conditions:

- **Nature of assignment:** Job will be offered on a one year contract. A positive attitude and passionate approach for the job will be very much appreciated.
- The Clients (Business) Development Officer will report to the Managing Director.
- **Location:** Job will involve extensive local travelling aimed at customer development to coordinate with various actors in different agricultural value chains.

Remuneration

The Clients Development Officer (in charge of Students/youths) will attract a gross monthly remuneration of Uganda currency equivalent to US\$ 2000.

How to Apply:

Application letters and CVs should be sent only by email to the Secretary/Managing Director CURAD P.O.BOX 1509, Kampala using email segawaapollo@gmail.com curad.curad@gmail.com and a copy to skvamanywa@caes.mak.ac.ug not later than **Wednesday 31st December, 2014.**