

TERMS OF REFERENCE:

Position Title:	Business Consultant - Finance/ICT PRISMA		
Eligibility	Open to Indonesians only	Location:	Surabaya
Position Type:	Fixed Term Position	Term:	Between 12 and 24 months with option to extend
Reporting To:	Head of Portfolio (HoP)	Start Date:	January 2020

1. BACKGROUND OF THE PROJECT AND ASSIGNMENT

The Australia-Indonesia Partnership for Promoting Rural Incomes through Support for Markets in Agriculture (PRISMA) is a five-year program (2019 – 2023) funded by the Australian Government's aid program and implemented in cooperation with the Government of Indonesia. The program will build upon the achievements and results of Phase 1 (2013-2018), using a market systems development (MSD) approach to support inclusive economic growth in Indonesia's agriculture sector. PRISMA will improve smallholder farmers' competitiveness and access to new markets, better inputs, know-how and technology. It will aim to achieve a sustainable 30% increase in the net incomes of a further 700,000 smallholder farming households in Indonesia by 2023 (including phase one 1 million farming households). The program operates in six provinces: East Java, West Nusa Tenggara (NTB), East Nusa Tenggara (NTT), Papua, West Papua and Central Java.

Among many sectors targeted by PRISMA, there are sectors which are not limited to specific agricultural commodities. These sectors are addressing cross-cutting issues in the market, which two of these are (1) Finance sector; and (2) Information, Communication, & Technology (ICT) sector.

In Finance sector, PRISMA aims to achieve a greater systemic change in the agricultural finance sector by improving the offering of a broad range of accessible and appropriate financial services. This will be done through facilitating the product development of financial institutions, fintechs and agribusinesses, using technological innovation to support disbursement, tracking and recovery at scale, better sourcing and service provision from consulting companies, improved promotion and marketing of products, as well as incorporation and linkages with and through input providers, kiosks, insurance providers and off-takers.

In ICT sector, PRISMA aims to achieve a greater impact in agriculture through ICT utilisation by improving the access and availability of information and finance to the agricultural sector. This will be done through technology development for financial institutions and agri-input companies, as well as providing agricultural-relevant support to technology companies.

2. PURPOSE OF THE POSITION

The Business Consultant of Finance and ICT advises national and international private sector partners on business solutions that better reach rural customers through agricultural finance and ICT products or services. He/she will develop sound business plans and manage projects using strong business analytics to optimize social impact on the rural economy.

The Business Consultant of Finance and ICT is responsible for organising and guiding at least one (and supporting other) interventions in the Program. Business Consultants of Finance and ICT work in close collaboration with each other and with the Result Measurement (RM) team. They oversee the research, identification and development of new business opportunities within targeted market systems.

3. ROLES AND RESPONSIBILITIES

Market analysis

1. Undertakes data collection and research for analyzing finance and ICT market systems in selected agriculture value chain in the target provinces
2. Analyses root causes of the underperforming market systems and assist in developing an inclusive finance and ICT sector strategy for agriculture commodities

Intervention Design

3. Identifies, assess and selects potential private/public partners, such as financial institutions, agribusinesses, fintechs, consulting companies, agritech, IT companies, etc.
4. Contributes to the development of sustainable and inclusive business models to increase agricultural finance and ICT sector competitiveness
5. Regularly uses the data and information (financial and results) from the MIS to enhance intervention strategies

Partnership Development

6. Negotiates deals with relevant private/public partners to implement innovative business models addressing constraints in agricultural finance and ICT sector
7. Develops contract documents
8. together with private/public partners develops detailed workplans and budgets as the basis of partnership contracts

Implementation

9. Oversees the implementation intervention strategies including workplans and budgets
10. Monitors the progress and adjusts strategies to successfully transform the targeted value chain into a more competitive one
11. Provides accurate monthly forecasting of budgets based on regular monitoring of partnership contracts and takes accountability of monthly invoicing
12. Acts for the intervention partnership/s as the focal contact person

Results Measurement (RM) and Communication

13. Supports the RM team to conduct regular monitoring and evaluation of partnerships
14. Undertakes regular impact projections for on-going and pipeline interventions
15. Supports the communications team to develop learning and communication products

Reporting, Administrative and other tasks

16. Contributes to regular reporting including but not limited to annual progress reports, back to office reports, monthly donor updates
17. Contributes to specific gender, social inclusion, or other thematic research initiatives
18. Actively participates in program learning events and capacity building activities
19. Undertakes administrative tasks as required under the operations manual
20. Is an active member of the Portfolio team and contributes to its team spirit and culture
21. Manages any other tasks assigned by the HoP

4. KEY SELECTION CRITERIA

- At least graduate level qualifications in economics, finance, business administration, marketing, agricultural studies, social sciences or an equivalent discipline.
- A sound understanding of business and economics of how finance and ICT markets work, specifically in Indonesia.
- Strong analytical mind and a flair for facts and data.
- A love for out of the box thinking
- Demonstrated negotiation skills.
- Strong interpersonal skills to be able to work with partners and in teams.

- Ability and experience in business plan development.
- Willingness to learn from mistakes and ability to think 'out-of-the-box'.
- Fluency in English and Bahasa Indonesia in both verbal and written skills.
- Proven work experience in finance and/or ICT industries is one of great advantage.
- Ability to manage tasks and responsibilities while in the office or when traveling to the fields
- Experience in development project is not required.

5. FUNCTIONAL RELATIONSHIPS

This position:

- Reports to the Head of Portfolio or his/her delegate.
- Closely cooperates with team members in other commodity sectors.
- Works closely with the RM team.

6. APPLICATION

Application close on **22 September 2019**.

Please apply via this link: [Business Consultant - Finance/ICT - PRISMA](#)

When submitting your application, please add "Finance/ICT" after noting the desired position in the email subject line. (i.e.: "BC Finance/ICT – Your Name")

Female candidates and people with disabilities are strongly encouraged to apply.

Should you experience any issues logging in or submitting your CV, or if you have any questions, please contact: recruitment@aip-prisma.or.id