



Fair & Sustainable Advisory Services is a Dutch consultancy company that advises the private sector and development organizations about sustainable economic development in developing countries. We serve our clients through our office in the Netherlands, but we also have branches in Ethiopia and in Mali.

Our areas of expertise are business development, value chain analysis, financial services, impact measurement, multi stakeholder processes, capacity development and knowledge management. We also provide management support.

Our approach

- we develop practical, manageable and well tested solutions
- we offer tailor-made combinations of applied research, training, coaching and advice
- we work with national consultants from our network to contextualize solutions
- we combine thematic expertise with process facilitation experience
- we enable you to make your results and impacts visible

F&S Advisory Services was established in 2008 by ICCO and is part of F&S Holding.

For F&S Ethiopia we are looking for a:

## **Business Development Advisor (70%) / General Manager (30%)**

F&S Ethiopia supports Ethiopian NGO's, producer organizations and companies in value chain development and business development. Main clients are international NGO's working on economic development with a strong focus on the agricultural sector.

The ambitions for F&S BDS Ethiopia for the period 2011-2013 are:

- expand to 5-8 consultants by the end of 2013
- provide services in other countries in the region
- attract new clients while strengthening the relations with the current customers.

F&S BDS Ethiopia started its work in 2009 and now employs 1 expatriate manager/consultant, one expatriate consultant, two local consultants and 3 support staff.

Besides that F&S Ethiopia works with a network of local associate consultants.

Because of the departure of the current manager F&S BDS is looking for an enthusiastic and qualified replacement.

### **Responsibilities**

#### **1. General manager**

As general manager you are responsible for the development of the company. You lead the small team of advisors and support staff. You will maintain relations with clients and stakeholders and do acquisition. You are responsible for the design and implementation of the business plan and are responsible for accurate financial management. You will take care of reporting (narrative and financial) to clients, investors and F&S Advisory Services in the Netherlands. You will maintain adequate relations with the Ethiopia authorities to facilitate the continuity of the business.

#### **2. Business Development Advisor**

As a business development advisor your consultancy work will include amongst others: value chain analysis, business development advice, facilitation of meetings and networks, advice on program development and capacity development. You will also be responsible for product

development and acquisition. You will also support and supervise the assignments of your staff.

### **Requirements**

You are an experienced business manager and an experienced business or value chain consultant. You are an entrepreneur, a born networker and you have excellent communication skills. You have a solid network in the Dutch development sector and you have experience with acquisition. You have good facilitation and presentation skills and you feel comfortable working in an English speaking environment. You are punctual and result oriented.

### **Offer**

We offer a contract for a period of two years, starting as soon as possible.  
Duty station is Addis Ababa, Ethiopia

### **Applications**

If this position appeals to you we kindly request you to send your application before 28<sup>th</sup> of February to [info@fairandsustainable.nl](mailto:info@fairandsustainable.nl). Interviews will take place between 5-9<sup>th</sup> March.

For more information around the position please contact Wilfried Schasfoort, Director of F&S Advisory Services, [wilfried.schasfoort@fairandsustainable.nl](mailto:wilfried.schasfoort@fairandsustainable.nl) Tel: +31 (0)6 23379019.