

Nigeria Jobs Expertini®

Country Representative, Nigeria

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Company: Phillips Consulting

Location: Lagos

Category: other-general

Our client is a not-for-profit organisation that supports the sustainable development of production systems in West Africa. They play a catalytic role by partnering with private sector companies and other stakeholders to foster the development of socially responsible, ecologically sound and profitable supply chains. Their supply chain work in West Africa is focused on cocoa, gold, oil palm, cotton, coffee, cashew, horticulture and other crops. They focus among other things on stimulating sustainable supply chains through the introduction of innovations in good practices, market uptake for sustainable goods, farmers'/producers' access to finance, sustainable natural resources management and institutional capacity development and enabling policy.

Our client seeks to recruit a highly qualified and self-motivated **Country Representative** to lead their operations in Nigeria.

Job Purpose

The Country Representative, Nigeria is responsible for strategic and programmatic leadership and oversight of firm's operations in Nigeria. The role includes **programmes direction, fund-raising, partnership development, programme quality assurance, innovation and impact achievement, human resource management, financial stewardship, and general administrative oversight.**

The position manages, directs and shapes the vision for implementing our client's operations in Nigeria under the close oversight of the regional director for West Africa.

The execution of functions under the office of the CR must be consistent with the network organisations development priorities and strategies and amplified in the periodic

global/regional multi-annual strategic plans (MASP).

Requirements

Key Tasks & Responsibilities

1. Lead the development of actionable annual plans guided by the Global/Regional Multi-Annual Strategic Plan (MASP), and directs the work of the organisation with sound management and development practice,
2. Identifies and mobilises financial resources by leading the needed engagements towards new business and partnerships development, working closely with the Regional Director. Thus, the position would lead the development of concept notes and programme proposals for funding for activities in Nigeria, unless a programme has a regional dimension and would require additional guidance from the Regional Director.
3. Maintain the financial and legal integrity of the organisation while maintaining the highest level of integrity and accountability,
4. Oversee all communication and marketing of the organisation in the country and promote cross-country learning and knowledge sharing,
5. Ensure, track, and report to the regional director on the performance of programmes and projects within the context of the organisation's planning, monitoring, evaluation, and learning (PMEL) learning agenda.
6. Lead policy research, dialogue and influencing by maintaining sound relationships with research, advocacy and policy experts to make selected target supply chains efficient and effective. Facilitate the convening of and participation in appropriate roundtables, conferences and multi-stakeholder platforms,
7. Lead human resource development and management by enforcing the organisation's HR and Finance policies and procedures by ensuring a vibrant and efficient human capital.
8. Any other official roles assigned by the Regional Director.

Required Qualifications and Competencies

Academic and experience

Advance degree (at least a Masters) in Programme Management, International Development, Policy & Planning or any related field.

A maximum of fifteen (15) years of working experience in development with at least five (5) years of proven track record in leading and managing institutions and/or development programmes.

Demonstrated understanding of programme management, information management and policy analysis at national and international levels.

Have vast experience in Business Development.

Good stakeholder engagement and management,

Ability to grow funding in Nigeria.

Understand the agricultural sector and business policies in Nigeria.

Enthusiastic and willing to work collaboratively with others.

Proven management & leadership skills and demonstrated evidence of leading teams.

Excellent writing and communication skills in English.

Proven financial management and analytical skills with high problem-solving skills.

Work experience in similar institutions (international organisations, consultancies, bilateral agencies etc.).

Other skills/competencies

- Proven initiative, flexibility, and enthusiasm in managing complex activities in a changing environment.
- Ability to multitask and work under pressure and tight deadlines.
- Self-motivated, creative and results-oriented with the need for less direction.
- Ability to work in a culturally diverse environment,
- Team player with practical interpersonal and influencing skills and knows what to delegate.

This application closes on Thursday 2nd May, 2024.

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