

Republic of the Philippines  
**DEPARTMENT OF AGRICULTURE**  
**PHILIPPINE RURAL DEVELOPMENT PROJECT**  
Project Support Office – Mindanao Cluster  
Alvarez Bldg., Angliongto Sr. Ave., Lanang, Davao City  
Tel. No. (082) 235-8664; Fax (082) 235-8665

**REQUEST FOR EXPRESSIONS OF INTEREST**  
**ONE (1) BUSINESS DEVELOPMENT SPECIALIST**

The Government of the Philippines (GOP) has received a loan from the International Bank for Reconstruction and Development - World Bank (IBRD-WB), amounting to FIVE HUNDRED ONE MILLION TWO HUNDRED FIFTY THOUSAND DOLLARS (US\$501,250,000) for the purpose of financing the 'Philippine Rural Development Project (PRDP) 'and it intends to apply part of the proceeds of this loan to payments for the hiring of interested applicants to fill up the vacant position of One (1) Business Development Specialist.

The PRDP is a six-year (2013-2018) initiative of the government envisioned to increase farm and fishery productivity and incomes in target areas in all 16 regions of the country. The program seeks to achieve this objective by improving access of farmers and other industry players to a strategic network of infrastructure, market information and support services. Specific investments and interventions are to be implemented under four central components of the program, namely: 1) Investments for AFMP Planning at the Local and National Levels (I-PLAN); 2) Intensified Building Up of Infrastructure and Logistics for Development (I-BUILD); 3) Investments for Rural Enterprises and Agricultural and Fisheries Productivity (I-REAP); and 4) Implementation Support to PRDP (I-SUPPORT).

Through I-REAP, PRDP will engage broad sections of the sector in the production of marketable surplus through investments in strategic segments of priority commodity value chains prioritized under the Regional Agricultural Fisheries and Modernization Plans and the Provincial Commodity Investment Plans (PCIPs).

The I-REAP activities can be categorized into two sub-components:

- 1) Rural Agri - fishery enterprise and productivity enhancement; and
- 2) Technology and information for enterprise and market development

**I-REAP Objectives**

The general objective of the I-REAP component is to strengthen and develop viable agri-fishery based enterprises through efficient value chains of key agricultural and fishery products in targeted program areas<sup>1</sup>. Its specific objectives are as follows:

- a. To increase productivity and marketability of agriculture and fishery products through increased access to information and support services;
  - b. To increase farm and fishery household incomes through engagement in value-adding activities; and
  - c. To improve the protection and conservation of the natural resource base of identified enterprises through alternative livelihoods and support facilities.
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## **Scope of Work**

The BDS will be a full time consultant of PRDP stationed in the Mindanao - Program Support Office (PSO) and reporting to the Head of the PSO and through the Head, I-REAP Component and other members of the team.

Specifically the tasks of the BDS will include but not limited to:

- Lead the conduct of the Business Planning Workshop in order to develop and prepare the required enterprises for I-REAP funding and support;
- Build the capacity of the Proponent Groups and the PPMIU to develop and prepare business plans through the conduct of business planning workshops where participants prepare actual business plans that will be submitted for I-REAP funding;
- Capacitate the RPCO/PPMIU and the proponent group in gathering data and information needed in the preparation and development of the business plans;
- Technically guide the RPCO/PPMIU and Proponent Groups in finalizing and packaging business plans into Enterprise Investment Package (EIP) for submission to RPCO's appraisal and eventual RPAB's approval;
- Responsible for identifying business development services needs of the priority commodity;
- Participate in the enterprise identification and prioritization process and PCIP development;
- Provide technical advice on enterprise operations and management matters to the RPCO I-REAP team and the enterprises established under I-REAP; and
- Participate in the strategic planning, monitoring and evaluation of I-REAP.

## **Qualifications**

**The Business Development Specialist must possess the following:**

**Education:** At least a Masteral Degree in Agribusiness, Business Administration, Finance, Economics, and related fields

**Experience:**

- At least 4 years of experience in agribusiness, agri-based SME development and similar fields;
- Actual experiences in preparing business development plans;
- Demonstrated experience in facilitating innovative mechanisms of strengthening post-production and market linkages for agriculture and building alliances with the private sector;
- Preferably has experience working with PLGUs, producer groups and MSMEs;

**Knowledge, Skills, and Abilities:**

- Knowledgeable on at least 2 agriculture industry subsectors or commodities
- Strong analytical and operational knowledge in agri-business and enterprise development;
- Proven leadership and strong interpersonal skills
- Ability to:
  - ✓ Communicate effectively orally and in writing

- ✓ Work independently and as part of a team
- ✓ Work effectively with co-workers, partner agencies and the private sector

### **Reporting Responsibilities:**

The Business Development Specialist will be directly reporting to the I-REAP Component Head while ensures close coordination with the I-BUILD, I-PLAN, I-SUPPORT and other units.

Only applications received on or before **January 18, 2016 at 10:00 AM** will be considered.

Please submit **Application letter with 2x2 picture, Comprehensive Curriculum Vitae (CV), Transcript of Records, Certificate of Employment and Training/Workshop certificates** to the address below or email to [prdp.psomin@gmail.com](mailto:prdp.psomin@gmail.com). Kindly indicate the position that the applicants are applying for as the subject.

### **LEALYN A. RAMOS, Project Director**

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