Job profile

PROJECT OFFICER-MARKET DEVELOPMENT
<table>
<thead>
<tr>
<th><strong>Title</strong></th>
<th>Project Officer - Market Development</th>
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<tbody>
<tr>
<td><strong>Reporting to</strong></td>
<td>Project Manager</td>
</tr>
<tr>
<td><strong>Direct reports</strong></td>
<td>None</td>
</tr>
<tr>
<td><strong>Groups</strong></td>
<td>Programme Delivery Unit (PDU)</td>
</tr>
<tr>
<td><strong>Relationships</strong></td>
<td>Project Manager, Partner Organisations, Monitoring Documentation and Reporting Officer, Municipalities, Communities</td>
</tr>
<tr>
<td><strong>Financial scope</strong></td>
<td>As assigned or delegated</td>
</tr>
<tr>
<td><strong>Location</strong></td>
<td>Based in Satkhira with a frequent field visit</td>
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<tr>
<td><strong>Nature of contract</strong></td>
<td>Initial contract up to December 2023, with possible extension depending on fund availability.</td>
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<tr>
<td><strong>Salary &amp; benefits</strong></td>
<td>Monthly CTC BDT 60,000/- including all other benefits and allowances</td>
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<tr>
<td><strong>Travel</strong></td>
<td>As assigned and needed</td>
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### Practical Action

#### ABOUT US

**About Us**

We are an international development organization putting ingenious ideas to work so people in poverty can change their world.

We help people find solutions to some of the world’s toughest problems. Challenges made worse by catastrophic climate change and persistent gender inequality. We work with communities to develop ingenious, lasting, locally-owned solutions for agriculture, water and waste management, climate resilience, and clean energy. And we share what works with others, so answers that start small can grow big.

We’re a global change-making group. The group consists of a UK-registered charity with community projects in Africa, Asia, and Latin America, an independent development publishing company, and a technical consulting service. We combine these specialisms to multiply our impact and help shape a world that works better for everyone.

**Our Aims**

We help people find solutions to some of the world’s toughest problems, made worse by catastrophic climate change and persistent gender inequality. We aim to:

- Make agriculture work better for smallholder farmers, many of them women, so they can adapt to climate change and achieve a good standard of living
- Help more people harness the transformational effects of clean affordable energy and reduce avoidable deaths caused by smoke from indoor stoves and fires.
• Make cities in poorer countries cleaner, healthier places to live and work.
• Build disaster resilience into the lives of people threatened by hazards – reducing the risk of hazards and minimizing their impact on lives and livelihoods.

How We Work
We work on holistic solutions that change systems and have a framework to help us achieve our aims:
• Analyze the root causes of poverty and vulnerability
• Define the change at a scale we need to make
• Develop activities along three complementary paths: Demonstrate, Learn, and Inspire.
  - Demonstrate that our solutions are sustainable in the real world
  - Learn by capturing evidence and adapting our approach
  - Inspire wider support to multiply our impact.

Our organization
Practical Action is an unconventional, multi-disciplinary change-making organization
• A highly innovative community development charity operating in Africa, Asia, and Latin America. Practical Action community projects use ingenious ideas to design, test, refine, and prove new ways to overcome poverty and disadvantage and then ‘open-source’ knowledge of what works so that it can be implemented at a greater scale by others.
• A world-class consulting operation that helps socially responsible businesses, government policymakers, and other development organizations. This draws on learnings from our development work and the combined brainpower of a roster of over 2,000 expert consultants. Practical Action Consulting helps extend our influence’s reach by providing the best advice to others, whose work can make a bigger difference.
• A well-respected specialist development publisher. Practical Action Publishing brings together development practitioners, researchers, and thought leaders to create publications that stimulate discussion, strengthen peoples’ capabilities, and inspire sustainable change.

About the Role
Based in Satkhira, the Market Promotion Officer will be responsible for organizing and facilitating key activities at the field level under the assigned project.
**Key Responsibilities**

- Lead to promote local market system for production and sale of standard compost produced from organic solid waste and fecal sludge.
- Facilitate the training, orientation, and organize value chain tour for organic fertilizer wholesalers, retailers, and institutional buyers for market promotion and business plan development.
- Conduct training and orientation for farmers, nursery owners, and rooftop vertical gardeners’ group.
- Prepare demonstration plots regularly and participate in agricultural/horticultural fair, soil day, and Environment Day for compost market promotion.
- Facilitate training and provide support to organize women-led micro-entrepreneurship development for market promotion.
- Organize networking meetings with institutional buyers who are operating eco-agriculture businesses for compost market promotion.
- Knowledge tour package development and promotion market campaign including material for demand generation of Resource allocation and promotion of service.
- Support to Partner NGOs for Market promotion of the end product & regular basis contract Government line department of DAE, BADC, BARI, BARC, BJRI & Bangladesh Spices research institute.
- Monthly compost sales & Faecal sludge dumping data collection & share.
- Perform other relevant duties as required for the project as well as the organization.

**Experience, Knowledge & Skills**

- Experienced in working with the Waste and Sanitation Sector and Integrated Urban Development Program.
- At least 4 years of experience in compost making, Faecal Sludge Management (FSM) compost plant operation and maintenance, action research on compost, quality control, branding, packaging, and certification.
- Track record on networking, and market value chain development on compost along with wholesalers, retailers, and institutional buyers.
- Track record on crop demonstration plot development, micro-entrepreneurship development, compost market promotion, and participation in the agricultural fair.
- Ability to manage multiple responsibilities and to set priorities.
- Strong interpersonal communication skills.
- Strong English writing, analytical and communication skills.
- Ability to work with a virtual cross-functional team.
- Willing to and able to travel independently outside the station.
**Education**

At least a bachelor's degree in Agriculture/Horticulture from reputed universities combined with some training on/diploma in business development/project cycle management. Preferably a master’s degree in Agriculture focusing on Business and Marketing.

The opportunity to work for an organization that is making a positive difference in the lives of people worldwide, a friendly and supportive culture, working with values-driven and highly engaged colleagues, work-life balance, and flexible working – these are just some of the reasons we think Practical Action is a great place to work.

In addition, the compensation and benefit details are mentioned below:

**Salary**

Monthly consolidated Maximum BDT 60,000/ including all other benefits and allowances.

**How to apply**

Please apply online by uploading your CV mentioning two referees by 27 July 2023.

We treat all applications for employment on their merits and do not take into consideration any factors that are not relevant to the job such as disability, race, age, religion, gender, gender reassignment, or sexual orientation. Only shortlisted candidates will be called for an interview.

Practical Action is committed to safeguarding and protecting children and vulnerable adults and as such candidates will be subject to pre-employment checks.