



Short Term Technical Assistance Job Announcement
Position: Private Sector Partnership Technical Advisor

Fintrac Global Inc. (FGI) is a US-based, Small Business Administration (SBA)-certified small business specializing in agricultural development in emerging markets. Using localized knowledge, technologies, and inputs, we support farming families, entrepreneurs, and agribusinesses to improve productivity and availability of nutritious foods, increase incomes, strengthen resiliency to climate change, and reach new markets. ***Our objective is to prepare the next generation of smallholder farmers and agribusinesses to sustainably meet the world's rising food security demands.***

In Tanzania, FGI is implementing a subcontract with ACDI/VOCA under the USAID-funded Feed the Future Tanzania Kilimo Tija Activity (KTA), which aims to transform the Tanzanian horticulture market system into a more vibrant, competitive, resilient, and inclusive one capable of fueling sustained growth and drawing in new market opportunities. Fintrac Global's objective under this activity, referred to as Intermediate Result 2, is to increase access to commercially provided and productivity-enhancing agricultural technologies. FGI contributes to IR2 through targeted interventions that expand access to quality extension services to transfer good agricultural practices (GAPs); expand access to productivity-enhancing agricultural inputs and technologies; and prioritize inclusion of youth and women.

To help achieve the objectives under this initiative, Fintrac Global is seeking the expertise of a short-term consultant to provide an estimated level-of-effort (LOE) of 40 days over a three-month period in year one of implementation, with a potential follow-up period of 20 days of LOE in year two of activity implementation. The purpose of this consultancy is to support KTA in developing a baseline understanding of private sector stakeholders involved in horticulture in Tanzania, and to provide a strategic approach on how to improve the provision, affordability, availability, and adoption of horticultural technologies amongst smallholder farmers in the zone of influence of this activity. Through first-hand interviews and surveys, the consultant will detect the challenges faced by throughout the supply chain of large-scale importers and distributors, medium-size regional wholesalers, small-scale local agrodealers, and smallholder farmers, and highlight opportunities to improve those relationships. The consultant will then propose strategies that KTA can implement to address the outcomes of these interviews and surveys.

Activities under this consultancy shall include, but are not limited to, the following:

- Review the current list of identified private-sector actors in the horticulture value chains per zone of influence (ZOI) region, which includes large-scale importers and distributors of inputs, medium-size regional wholesalers, and small-scale local agrodealers, and will add to this list as applicable.
- Map the availability of KTA-prioritized technologies and inputs in the ZOI. Provide suggestions on how to increase availability, training on proper usage, and uptake of these technologies. Additionally identify new technologies with high-adoption and impact potential, such as onion planters.
- Develop a survey/questionnaire that will be distributed and/or used in interviews with the input supply actors identified in each region. The survey should gain insight from the



perspective of the input suppliers on the most significant challenges facing the sector, including:

- Limited access to finance
- Poor infrastructure, transportation, and distribution systems
- Inadequate extension services
- Limited availability and high cost of inputs
- Burdensome regulations on imports
- Conduct interviews with private sector stakeholders.
- Analyze constraints to input supply for smallholder farmers.
- Develop a set of recommendations to address the challenges faced by the private sector in reaching smallholder farmers.
- Identify any knowledge gaps that exist between district and regional agrodealers, and provide recommendations on how KTA and large input companies can reduce those gaps.
- Identify training needs for private sector stakeholders.
- Develop strategies to ensure necessary inputs are consistently available in the volumes and quantities needed,
- Develop strategies that address the issue of counterfeit products in the input supply chain.
- Develop/distribute an inventory management tool to help suppliers manage stock and adequate availability of product.
- Develop strategies to facilitate access to credit for input suppliers and promote bulk purchasing amongst farmer organizations.
- Maintain effective and regular communication with the KT Productivity and Technology Commercialization team throughout the consultancy.

Deliverables

- Initial work plan for consultancy including timeline for activities and travel
- Tools
 - Mapping tools
 - Interview/survey tools and methodology
 - Inventory management/forecasting tool
- Draft report
- Final report
- Final presentation to the KTA team

HOW TO APPLY:

Please send a cover letter and updated resume to recruitment@fintrac.global no later than May 26, 2023. The subject line of the email should be: **STTA Application: Private Sector Partnership Technical Advisor.**

Advertisement posted May 11, 2023