

Integrated Ruban Development and Climate Resilience Project (IRDCRP)

Agri Business Specialist – Category C

Terms of Reference (TOR)

01. Introduction to the Project

The Integrated Ruban Development and Climate Resilience Project (IRDCRP) is implemented under the Ministry of Agriculture, Livestock, Lands & Irrigation and jointly funded by the Government of Sri Lanka (GOSL) and the World Bank (WB). The IRDCRP is a five-year development project (2025–2030) with a total investment of US\$ 103 million. The project has been designed to uplift small- and medium-scale holdings in agriculture, livestock, fisheries, and plantation for addressing critical gaps along the value chain from farm to folk. Its primary objective is to enhance productivity, competitiveness, and climate resilience in agri-food production within project areas, thereby empowering rural communities, strengthening food security, and ensuring sustainable growth for the nation.

The project objective is to improve climate resilience of farmer families and productivity of irrigated agriculture in selected climatically vulnerable Hot-Spot Areas in Sri Lanka. This will be achieved through increased adaptation of climate-resilient agricultural practices and technologies, and increased access to markets in targeted smallholder farming communities. Project beneficiaries will include smallholder farmers, producer organizations, and agribusiness entrepreneurs who will benefit from improved and modernized irrigation, drainage and flood protection systems; adoption and dissemination of advanced CSA technologies on high efficiency irrigated agriculture techniques and practices; agriculture diversification; and improved market access.

02. Scope of work

Working closely with the project team to develop rural financial service strategy. The incumbent will familiarize themselves with IRDCRP's investments in agribusiness, production and other elements of the value chain, including any water management approaches, which are expected to be market driven (water user groups/producer groups) etc. He/She will understand the cash flows of these businesses, and the financial service needs of the targeted groups (clients) who will be operating these businesses, and in conjunction with senior PMU staff and an external consultant/Institutional Support Firm (ISF).

Need to do the diagnostic study/review to outreach, liquidity, availability and structure and requirements of finance products (particularly credit) and lead to potentially working partnerships with the financial institutions. A review of the objectives of the IRDCRP project in terms of access to finance, and the role of any matching grants in catalyzing access to finance to achieve these objectives with the project team. Generation of a series of recommended activities towards achieving the objectives, including partnerships, technical assistance requirements, capacity building (for clients and financial institutions) product development, IRDCRP project processes and guidelines, among other elements to ensure achievement of project interventions and integration with the annual workplan and budget.

03. Duties and Responsibilities

- Investigate and analyse existing business plans of Producer Organizations (Pos) of local and foreign funded projects and identify and recommend for further action with the relevant stakeholders.
- Need to prepare a status report for eligible POs to apply EOIs by studying Business plans, training provided, business undertaken, business planned, market linkages, account keeping, existing products, impediment factors that hinders the furtherance of business activities and ways to overcome them.
- should identify strategies to facilitate the business operation of POs with intended growth of the business
- Support to develop Business plans of all sectors covered by the project under component 1 and ensure smooth Implementation of Business plans
- Assist the project in preparing the detailed business plans for selected POs/PUCs
- Develop marketing strategies and business plans to link existing value chains of POs/PUCs to new markets to assist submit business plans of EOIs and implement business plans
- Assist POs / PUCs develop new business strategies to submit business plans of EOIs and implement business plans
- Work cordially with the all officers of the Project Management Unit (PMU), team of ISF and any other stakeholders to ensure that there would be sustainable Producer Organizations with strong sustainable business activities before end of the project period.
- Develop business plans related to the most potential major high value crops/animal production/aquaculture/plantation and spice crops (mainly targeting fresh exports, export-oriented value additions and local super market chains)
- Facilitate all selected POs to follow on-line training on Farmer Business School
- Find exporters/buyers to ensure continuous transaction of Business plans of POs
- Guide and working closely with ISF to Prepare Business Plans for POs, and support for implementation of business plan

- Coordinate with all stakeholders; include POs, Financial Institutions, Provincial Director of Agriculture, Mahaweli Authority, Department of Agriculture, National Enterprise Development Authority, and MOALLI

04. Skills

- Excellent working knowledge of English, both verbal and written; Fluency both written and verbal in Sinhalese/Tamil
- Specialized training or certificate in construction or civil/ structure World Bank funded projects will be an advantage.
- Experience with the World Bank or similar projects is preferable.
- Experience working on development and management of projects
- Managerial, leadership and staff motivation.
- Financial management and administrative skills.
- Data analysis and report writing.
- Be able to use the MS Office package (Word, Excel and Power Point)
- Problems Solving / Coordination Collaboration.
- Excellent communication and organization skills.
- Have the ability to take a strategic view of the results to be delivered and to conceptualize how the IRDCR project can fit into the overall development objectives in the project area.
- Ability to work under pressure and work extra hours when required.

05. Category C - Basic Qualifications and Experience Required

(1) or (2) below.

01. A Bachelor's Degree in the relevant field.

and

A Postgraduate Degree (Masters) Qualification in the relevant field/ An Associate Membership or a similar professional qualification obtained from a recognized professional body in the relevant field/ A membership of Professional Computing Association and Certification related to Computing and Project Management (For IT Specialist).

with

At least 08 years of experience in the relevant field at a managerial level.

02. Class I officer of a government All-Island Services or a similar status in the relevant field.

and

A Postgraduate Degree (Masters) Qualification in the relevant field.

with

At least 02 years of experience in the Class I post or a similar status in the relevant field.

06. Travels to Project Areas

Require to travel project implementation areas when required

07. Duty Station

PMU at Colombo/Battaramulla