

Position Profile



Agbiz

Manager: Fruit Desk

January 2022

PRIVACY AND CONFIDENTIALITY CLAUSE

Please note that the above details provide a broad summary of the key terms and conditions relating to this position and, as such, should not be considered as part of any contract of employment. Full terms and conditions will be provided to the successful candidate in accordance with current employment legislation.

INTRODUCTION AND OVERVIEW

Position Title	:	Manager: Fruit Desk
Company	:	Agbiz
Location	:	Pretoria, Gauteng Province
Reporting to	:	Chief Executive Officer
Website	:	www.agbiz.co.za

THE COMPANY

Agbiz is a member organisation representing companies in the agricultural value chain, including but not limited to financial institutions, logistics companies, agri-input suppliers, general retailers, agro-processors, as well as animal feed, fertiliser, seed and equipment manufacturers. Members also include various producer organisations in the livestock, fruit and grain sectors.

Agbiz represents the interests of its members on numerous public platforms with the aim to influence policy and legislation affecting the value chain and foster public-private-partnerships. The Fruit Desk is funded by Fruit SA through dedicated funds that are ring-fenced within Agbiz to fund the activities of the Fruit Desk.

THE POSITION

The Manager: Fruit Desk works under the direction of the CEO but must give effect to the mandates and policy direction determined by the Agbiz Fruit Desk Steering Committee from time to time. The purpose is to develop and grow the South African fruit industry through a trade enabling focus and through effective policy advocacy. This includes top level and professional engagement with key role players and stakeholders in Government and Business on behalf of Fruit SA and Agbiz.

The responsibilities include high-level analysis of policy and legislation impacting on the Fruit system and engage government at various fora, such as the Parliament, NEDLAC, Workshops, etc, on such policies or legislation in an evidence-based approach in order to influence the policy and legislative direction in line with the strategic value proposition of Agbiz and Fruit SA.

Furthermore, the position developed from the research and analysis, as well as those mandated by the Fruit Desk Steering Committee, need to be communicated effectively to members, government, other stakeholders and the general public in a responsible manner.

Position Duties and Responsibilities

- Policy and advocacy
 - Building sustainable relationships for optimal policy advocacy.
 - Continuously liaising in a professional manner with government officials and office bearers, as well as international trade and investment specialists, to advocate mandated policy positions and develop a trade enabling environment for the fruit industry.
 - It also includes building networks as part of Agbiz, BUSA and Nedlac teams and working within networks in a manner that is proactive and politically astute.
 - Manage and provide advice and support with regards to the Fruit SA Desk members' projects and initiatives.
 - Ensure professional management and maintain an objective stance with regards to these projects.
 - Liaise professionally with the media, after consultation with the CEO.
- Developing a trade enabling environment
 - Create and facilitate international trade opportunities effectively and efficiently.
 - Represent and provide professional inputs at local and international fruit-trade related forums, as and when required by the Fruit SA Steering Committee.
 - Thorough and continuous research on international trade and investment issues to ensure that current information is available to make investment decisions.
 - Prepare and present professional presentations to members and relevant key role players and stakeholders.
- Awareness and understanding of regulation affecting the fruit subsector (Provision of Intelligence)
 - Supply the Fruit SA Steering Committee with intelligence relating to key policy developments affecting the fruit industry.
 - Intelligence goes beyond merely supplying information and includes identifying relevant policy and regulations, analysing the potential impact and communicating such in a professional and understandable manner.
 - Making recommendations to the Steering Committee.

- Administration, reporting and general duties
 - Call, manage and attend the Fruit SA Steering Committee meetings of Agbiz in a timely and professional manner.
 - Responsible for doing general office administration particular to the Fruit SA Desk in an effective and efficient manner.
- Teamwork and mutual support within Agbiz
 - The manager must work closely with colleagues within Agbiz to maximise the use of available resources and optimise the operations of the Fruit Desk vis-à-vis the work being done by Agbiz as a whole.

THE CANDIDATE

Minimum Requirements

- Honours degree in agricultural economics, trade law, public policy or any other relevant post graduate qualification.
- Masters or Doctorate in Agricultural Economics (specialising in international trade) will be an added advantage.
- At least five years' relevant experience in a similar role.
- Proven experience in researching public policy, drafting policy briefs, analysing policy proposals, drafting opinion pieces and participating or assisting public policy negotiations.
- Preferably worked in a membership organisation such as a business chamber or union.
- Demonstrable knowledge of agribusiness, international trade, agricultural and general trade policies.
- Proven leadership and managerial skills.
- Strong knowledge of project management techniques and experience as a project manager.

Competencies

- Proficiency and MS Word, PowerPoint, Outlook and MS Teams or Zoom.
- Negotiation and influencing skills.
- A strong command of the English language is required, any other language skills will be advantageous.
- Strong leadership skills.
- Strategic thinking skills.
- Verbal and written communication skills.
- Ability to interact at a strategic and operational level.

Desired Attributes

- Strong analytical, conceptualisation and comprehension skills.
- Good comprehension of evidence based-research methodologies.
- Innovative thinking.
- Relationship building.
- Proven ability to manage pressure and meet required deadlines and ability to work under high pressure.
- High level of conscientiousness.
- Self-awareness and emotional intelligence (EQ) required to liaise with stakeholders.
- Team-orientated with good inter-personal skills

Conditions of Employment

- Own transport and a valid drivers' licence required.
- Valid COVID Vaccination Certificate required.

SIGNIUM AFRICA TEAM DETAILS

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ABOUT SIGNIUM AFRICA

Signium Africa, previously Talent Africa, is a world-class company, based in Illovo, Sandton, the business hub of Africa. We offer integrated talent solutions to clients nationally and in sub-Saharan Africa. Staffed by people with many years' experience in the search and human resources field Signium Africa is a proud **B-BBEE level 1** contributor, as evaluated against the new codes.

Our Services

We offer our clients a diversified and integrated selection of services that includes the following:

- Executive Search and Selection of Specialised Skills
- Assessment of Human Capital
- Leadership Development and Coaching
- Board Strategy Facilitation

Our Expertise

We have a team with diverse skills that recruit across various industries, including but not limited to:

- Agriculture
- Energy
- Fast Moving Consumer Goods (FMCG)
- Financial Services
- Industrial and Mining
- Life Sciences and Healthcare
- Professional Services and Academia
- Telecommunication and Technology

Signium Africa's Directors



Annelize van Rensburg
Director: Executive Search



Michelle Moss
Director: Assessments



Susan Mohale
Non-Executive Director