

Job Announcement

CNFA **Senior Vice President for Programs** **(Washington, DC)**

(Posted: May, 2008)

CNFA has retained Slesinger Management Services to recruit a seasoned leader and manager to serve as Senior Vice President for Programs. This is an exceptional opportunity for an individual with experience in agribusiness or other areas of enterprise development in Africa, the former Soviet Union, and other parts of the developing world. This person, to be based in Washington, DC, will also serve as a key member of the organization's senior management team.

Applications will be accepted until this search is completed.

The Organization

CNFA is a nonprofit organization that is dedicated to increasing and sustaining rural incomes in less developed areas of the world by empowering farmers and rural entrepreneurs. CNFA (which initially was known as the Citizens Network for Foreign Affairs) believes the best way to do this is to develop commercially-based input supply enterprises as well as value-adding agricultural enterprises, and to link farmers to markets where they can buy supplies and sell their products. CNFA focuses on commercial activity, locally defined needs, and leveraged investment to foster the economic empowerment of rural residents and enterprises all along the food value chain—from farmers to local suppliers and processors, to larger companies, financial institutions, and distributors and exporters.

Recognizing that market information, improved technology, and access to capital and credit are critical for enterprises to grow, CNFA programs address the entire food value chain, mobilizing American farmers and other agricultural experts to deliver its programs. The projects bring together technical assistance, training, matching grants, capital, and credit with the use of local expertise—all leading to replicable models for development.

Founded in 1985 by John Costello, who continues to serve as President and CEO, CNFA is currently carrying out programs in a number of African countries; the former Soviet Union, Pakistan, Afghanistan, Haiti and other countries around the world.

CNFA has a staff of 200 people, including about 28 at its Washington, DC, headquarters. Its operating budget for 2008 is \$30 million. Revenue comes from both public sector, e.g. U.S. Agency for International Development, Millennium Challenge Corporation, and the U.S. Department of Agriculture, and private donors, e.g. the Bill and Melinda Gates Foundation, and the Rockefeller Foundation.

For more information about CNFA, please go to www.CNFA.org.

The Position and its Principal Responsibilities

The Senior Vice President for Programs, who reports to the President and CEO, is a key part of the senior management team as well as the lead person in building the organization's programs.

Key responsibilities include:

1. Overseeing the implementation of current programs, including insuring that the programs are carried out effectively, and in compliance with donor regulations. Each major project has senior-level in-country staff responsible for day-to-day operations.
2. Identifying new programmatic opportunities, and, along with the President and the Vice President for New Business Development, obtaining financial support from relevant donors.
3. Recruiting staff to run new projects. Key staff are a combination of expatriate and host country Nationals.
4. Overseeing the organization's communications strategies so that current and potential funders, partners, and other relevant people are aware of CNFA's accomplishments.
5. Serving as a member of CNFA's senior management team, which also includes the President and CEO, the Vice President for New Business Development, the Vice President for Operations and Compliance, and the Vice President for Africa Programs. It is hoped that the new Senior Vice President for Programs will eventually be a leading candidate to become CNFA's next CEO.

Desired Skills and Characteristics

The ideal Senior Vice President for Programs should be:

1. Genuinely interested in—if not passionate about—the work of CNFA in order to enthusiastically support its mission.
2. Knowledgeable about proven methods that lead to successful agribusiness and other enterprise development in developing countries, especially in sub-Saharan Africa, one of CNFA's key growth regions.
3. A successful track record in conceiving and running donor-financed agribusiness or other enterprise development projects (SMES, microfinance, etc.) in developing countries. Prior experience as country chief-of-party would be useful.
4. A skilled manager, capable of working effectively in an organization where close collaboration among department vice presidents and other senior staff is essential.
5. Experienced in interacting with people from multiple countries and cultures as a result of significant work, study, residency, or travel opportunities.
6. A strategic, dynamic, and creative thinker, who knows how to engage potential funding and programmatic partners in CNFA's work. CNFA is well-suited for a person who is at heart an entrepreneur, capable of seeing opportunities before they are apparent to others, and can then turn innovative ideas into successful activities that are based on new partnerships and support.
7. Fully comfortable in raising money from government agencies, private foundations, and other funders. Familiarity with USAID, CNFA's largest donor, would be very helpful.
8. Capable of providing guidance, support, and leadership to the mostly-overseas staff who report directly to this position.

9. A superb communicator, both orally and in writing, especially when explaining CNFA's mission, programs, and accomplishments to current and potential funding and programmatic partners.
10. Able to travel internationally approximately 25 to 30 percent of the time.

Compensation

Salary will be commensurate with experience and qualifications. CNFA offers a generous benefits package.

To Apply

Please e-mail:

1. cover letter that explains why you're interested and qualified,
2. resume, and
3. three-year salary history (which will be held in strict confidence)

to search consultant Larry Slesinger, Founder and CEO of Slesinger Management Services, at Larry@SlesingerManagement.com.

Please include "CNFA" in subject line; attach files in Microsoft Word or PDF only.

All applications will be acknowledged promptly.

(This job announcement can also be found at <http://www.SlesingerManagement.com>.)

CNFA is an Equal Opportunity Employer.