

# WE ARE HIRING

## AGRICULTURAL PROGRAMS LEAD

In 2017, Koa had a brilliant idea of how to contribute to sustainable growth in rural Ghana. The Ghanaian-Swiss start-up was born from a sophisticated concept, innovative processes and a lot of passion. Koa is the first cocoa fruit processor in West Africa and makes use of the pulp of the cocoa pods, thus reducing food waste and enabling Ghanaian cocoa farmers to earn an additional income. Koa's first factory has a capacity of 300 tons and the second factory has 2,500 tons. Today, over 100 employees in Ghana and Switzerland dedicate themselves to the growth of Koa to boost value creation in the cocoa-growing regions and to develop innovative and pioneering processes. Are you passionate about social impact? Join the Koa team now.

### LET'S SUM IT UP!

The Agricultural Programs Lead will ensure a sustainable training and production regime for cocoa farmers (organic, regenerative and conventional cocoa farmers) to enhance their yields and provide optimum yield forecasts to aid our Raw Material Sourcing targets efficiently. This role involves collaborating with farmers, government agencies, NGOs, and other stakeholders to implement initiatives that support the growth and development of the cocoa sector. The ideal candidate should have a deep understanding of agricultural practices, a passion for organic and sustainable farming, and the ability to drive impactful programs in the cocoa industry.

### RESPONSIBILITIES

#### Yield Prediction

- Develop a yield prediction model/tool and coordinate its continuous upgrade and implementation
- Provide yield prediction reports periodically to operations (sourcing) to aid operations planning

#### Yield optimization and longevity of farming

- Plan strategic projects and activities to improve crop yields
- Develop a Lighthouse Agricultural Practices Concept (LAPC) (incl. pruning, fertilizer, pollination, etc.) to optimize raw material yields
- Establish model farm(s) to verify, continuously improve and showcase the LAPC
- Derive and continuously improve a scaling concept to implement LAPC practices across our cooperating farmers
- Coordinate the implementation of the LAPC within contracted farms to attain optimum

#### yields

- Monitor and evaluate the implementation of the LAPC practices
- Develop a data collection approach in cooperation with the IT & Data Departments

#### Stakeholder Management

- Collaborate with local farmers, cooperatives, governmental agencies, NGOs, and industry partners to foster strong relationships and ensure the successful execution of agricultural programs
- Coordinate and represent Koa in the relationships with external stakeholders related to good agricultural practices
- Establish research into crop and soil and advise the company on related issues
- Manage the relationship with the farmers (organic and conventional) to implement sustainable yield improvement programs.

#### Farmer Management

- Develop agro-farmer training concepts and related manuals

- Execute farmer training and coordination of activities concerning agro-services
- Foster positive relationships with local communities and stakeholders.
- Address concerns and collaborate with farmers to build a strong and supportive farming community.
- Constitute post-extraction monitoring of cocoa beans in communities

#### **Project Management**

- Collaborate with the project management team(s) when required by aligning and coordination.

## **REPORTING**

The Production and Operations Director

## **JOB REQUIREMENT**

### **ACADEMIC QUALIFICATION**

- Bachelor's or Master's degree in general agriculture, soil science, agronomy, agribusiness, environmental science or related natural science at university. A certificate in project management is an added advantage

### **WORK EXPERIENCE**

- Minimum of 5 years work experience in a related field
- Strong analytical skills
- In-depth knowledge of sustainable agriculture and organic farming and certification procedures related to cocoa production.
- Proficient in the use of computer applications and systems (Microsoft Office suits)

### **COMPETENCE AND SKILLS**

- Fluency in both verbal and written English and Twi
- Good leadership skills
- Project and resource management
- Good communication skills



Interested applicants should send their resume with the job title as the subject to [careers.gh@koa-impact.com](mailto:careers.gh@koa-impact.com) not later than **26th April 2024**. Early applications are preferred. The targeted starting date is **3rd June 2024**, job Location is **Akim Achiasse** in the Eastern Region of Ghana.

**KOA**

Certified



Corporation