

Job Title : **Business Development Officer**
No of Posts : **1**
Station Headquarter : **Pune**
Educational Qualification : **PGDBM/MBA-(ABM or Marketing)**

- **Experience:** Minimum 5 yrs. experience in Rural entrepreneurship development & promotion of business of farmer collectives / FPOs. Market Survey, Market Channel Development, Brand Promotion, Forward and backward linkages. Training & Capacity Building of FPO's.

Job Profile:

- Facilitate and guide the FPOs in constitution of Board of Directors (BoDs) / Governing Body (GB), Management Committee (MC),
- Training of BoDs/members of GB and the CEO/Manager of the FPO on their roles and responsibilities,
- Guide the FPO Management in equity/ share capital mobilization from its members.
- Training and capacity building of FPOs/farmer groups: Identify their training needs, conduct workshops and exposure visits for the BoDs/Members of GB, CEO / Manager, Accountant of the FPOs, member representatives of FPOs, etc.
- Design, prepare and execute Business Plan for long-term sustainability of the FPOs which involves assessment of feasibility and viability of proposed business activities, mobilization of funds (share capital, from shareholder members; equity grant assistance available under the Scheme; borrowed funds from credit institutions.
- Implementation of Business Plan / activities such as bulk input procurement and supply to members and other farmers, promotion of good agricultural practices; aggregation of members' produce, its quality management, processing or value addition, packaging, efficient market linkages with buyers/ processors/ exporters/ traders, etc.
- Assist FPOs in compliances and related issues of FPOs with the appropriate statutory authorities, including capacity building of its Management.
- Guide and assist FPOs in availing eligible Equity Grant under the Scheme for growth and business expansion of the FPOs.
- Facilitate convergence with of various Government programs for the activities/investments beneficial to FPOs.
- Providing Incubation/Handholding Services for Sustainability of FPOs: The incubation/handholding services may include ensuring adequate & timely quality-inputs supply,

developing market linkages, preparing and implementing appropriate business plan, developing credit linkage, developing appropriate value chain for the produce / output of the members, etc.

- Facilitate for establishing necessary common pool production, marketing and processing infrastructure facility by the FPOs, as may be necessary
- Carry out market & commodity analysis to bring improvement in marketing and ensure better returns to Producer group establish linkage with the private sector players and draw specific plans for development.

Compensation: INR 6.00 to 7.00 Per Annum (including Social Benefits). It will be commensurate with qualification, skills and experience as per the sector norms.