



The International Analog Forestry Network is hiring a consultant:

Social Business Developer

Location: San José, Costa Rica
(preferable)

Closing date: Until position is filled

Are you an exceptional fundraiser with a business background and seeking to be a match-maker for green ventures?

Do you have the strategic outlook to bring new funding opportunities from the corporate sector to support NGOs and farmers in the restoration of the planet's life support system?

A unique opportunity has arisen for an enterprising professional to play a crucial role in a global organization.

Background

The International Analog Forestry Network (IAFN) is a coalition of civil society organizations (CSOs) from over 20 countries working to achieve the goals of ecological restoration by promoting the implementation of Analog Forestry in the field, and linking sustainable efforts that can turn into income generating activities.

IAFN's vision and mission statements are as follows:

Vision: Restoration of the life support systems of the planet by enhancing rural economic opportunities.

Mission: Promote the application and appreciation of Analog Forestry techniques as a critical component of a new rural development paradigm.

The Network's primary objective is to restore degraded ecosystems and biodiversity, through design and application of Analog Forestry. The [Analog Forestry](#) system seeks to establish tree-dominated ecosystems with architectural structure and ecological functions similar to the original vegetation of a certain landscape while strengthening rural communities technically and economically. A third-party certification system (Forest Garden Products) has been developed to market products derived from analog forestry, which has been accepted by the EU and IFOAM.

Job profile:

IAFN is looking for a dynamic professional to give shape to a new program that seeks to support local CSO's efforts and community work by creating links with the national and international private sector. The Social Business Developer (SBD) will be part of the secretariat team and work to secure new funding opportunities for the Secretariat's current programs, mostly strategically finding opportunities supported from the corporate sector and medium and small enterprises. Ideally, the SBD will help develop market opportunities that can create return-on-investments for private donors as he/she creates income opportunities for the Secretariat programs, its partners and the Rich Forests initiative.

The SBD will help IAFN develop partnerships with the private sector, social investors and social enterprises for its partners' restoration programs; a crucial component of these ventures would involve the development of [Forest Garden Products](#) as an alternative for local and export markets. This requires mapping out products available, potential markets, interested parties, developing business cases and promoting the initiative amongst a wide number of stakeholders.

As the programs of the IAFN seek to establish capacity building, demonstration sites, training centers as well as create market opportunities, the SBD will also help identify companies that are keen to link corporate social responsibility (CSR) funds to projects supporting socio-economic and ecological enhancements, opportunities and benefits. Productive sectors, looking for ways to make their production (sourcing) more sustainable, will be contacted and connected to our experts who can provide expertise and innovative proposals. The connections can be design services, implementation directly with producers (communities), product development and chains of value with relative good returns.

This professional will lead and develop, together with [Rich Forests](#), a program for business development and match making for green ventures. He/she shall initiate contacts and expand a network of social businesses, commercial enterprises in non-timber forest commodities & FGPs and develop investments with a variety of stakeholders, including government officials and legal agents in Latin America, Africa, Asia and Europe. He/she shall help develop contracts and monitor business deals between IAFN members and enterprises.

This role offers a fantastic opportunity to work in an international setting. The candidate will be greeted with a rewarding, challenging and diverse role in which the key to success will depend on his/her ability to combine NGO goals with a business mind set. The Social Business Developer will play a critical role to contribute to IAFN's work. The candidate will have a business background with a keen interest in social and environmental work, private-public sector partnerships for green ventures, and demonstrable experience of securing funds and developing successful long-term relationships with commercial partners. The candidate should be fluent in English and Spanish speaking skills are highly desirable.

Skills and qualifications:

Desired assets of a successful candidate are:

- Advanced university degree or equivalent experience in relevant area of business, marketing, finance; social and environmental sciences.
- Proven capabilities leading successful projects in multi-national environment.
- Experience in donor-financed projects, a plus.
- Third-party certification knowledge, a plus
- Ability to work in multidisciplinary and multicultural teams and with a variety of people from diverse, professional, social and cultural backgrounds.
- Excellent speaking and written communication skills in English (and Spanish a plus).
- Proven interest in and knowledge of forests and/or sustainable agriculture

Specific responsibilities

In particular, the Social Business Development Manager is expected to:

1. Develop investment or partnerships with the private sector/social investors and donors in benefit of IAFN partners.
2. Strengthen and promote the FGP label as an option for market creation and implementation of AF projects with impact on the ground.

The Social Business Developer is expected to provide:

- (i) Deliverables as called for above, according to donor and IAFN Secretariat deadlines.
- (ii) A draft work plan at inception of work to be finalized in consultation with members of the Board of Directors.
- (iii) Brief monthly progress reports in the first three months to the Board of Directors and a mid term and final report on outcomes and outputs achieved (formats and outlines for reporting will be agreed upon at inception).

Terms

- Consultancy based on objectives
- Headquarters based in San José, Costa Rica (preferable but not necessary)
- Contract for a trial period of 3 months, with option for extension subject to a performance review
- Salary commensurate with qualifications and experience



To apply: Please submit Curriculum Vitae and a cover letter explaining why you feel you are suited for the job and your motivation to work for IAFN, together with expected remuneration.

For further enquiries on the position/application, please email us at info@analogforestry.org with **“Social Business Developer Application”** in the subject line.

IAFN is an equal opportunity employer