

Chief Farmer Engagement & Valorization

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Company: Michael Page

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Agriculture - Farming|Develop Agriculture in one of KSA's most prominent future touristic destinations

About Our Client

The organisation is a Saudi Arabian governmental entity established with the purpose of developing and promoting a specific region in the northwestern part of the country. This region is known for its rich cultural and historical heritage.

The organisation's goals include preserving and showcasing the cultural and historical significance of the region, developing its infrastructure, attracting tourists, and fostering economic growth while respecting the local environment and culture. They aim to position the region as a globally recognised destination that highlights the country's history, culture, and natural beauty.

Job Description

Manage farmer sentiments by maintaining close interaction with the farmers.

Highlight any concerns or issues raised by farmers to the management team.

Identify and communicate farmer insights to the management.

Recommend relevant solutions and strategies based on the gathered farmer insights.

Organise regular events to understand the needs and concerns of the farmers.

Develop land lease agreements and any other required contracts (e.g., produce sales) with farmers.

Coordinate with the legal team to ensure proper contract establishment.

Work closely with county operations to manage farmer relationships and agreements in case of expropriation.

Allocate appropriate technical advisory services to farmers in alignment with the organisation.

Ensure the on boarding of a certifying agency and the development of certification and grading processes for CO-produce.

Establish guidelines and procedures for quality control in coordination with relevant stakeholders.

Set up a grading facility in collaboration with the D&C team and monitor progress according to schedules and guidelines.

Set up processing facilities to access established processing facilities and farmer service centres.

Ensure the efficient management of produce received from farmers and the smooth functioning of processing and storage facilities.

Review and approve the sale strategy, including actively negotiating larger sales channels.

Establish all relevant sales channels for timely distribution of products.

Identify and raise risks associated with distribution and propose mitigation measures.

Act as a member of the executive management team, contributing to the development and refinement of the overall vision, strategy, and objectives.

Direct and formulate the implementation of the divisional strategy, processes, and policies in line with the vision, mission, and corporate objectives.

The Successful Applicant

A successful candidate for this position would possess strong interpersonal and communication skills, enabling them to effectively manage farmer relationships and understand their needs and concerns. They should be proactive in identifying and addressing any issues raised by farmers, and have the ability to recommend relevant solutions based on farmer insights.

The candidate should demonstrate excellent organisational skills and attention to detail, as they will be responsible for developing contracts, coordinating with legal teams, and overseeing the establishment of grading and processing facilities. They should also have a good understanding of quality control procedures and be able to ensure smooth operations in the processing and storage facilities.

Being a strategic thinker is very important for this role, as the successful candidate will review and approve sales strategies, negotiate larger channels, and ensure timely distribution of products. They should be able to identify risks associated with distribution and propose effective mitigation measures.

Additionally, the ideal candidate should have experience in a leadership role, as they will be part of the executive management team and contribute to the development and refinement of the organisation's overall vision, strategy, and objectives. They should be able to formulate and implement divisional strategies and effectively monitor and report on financial performance.

What's On Offer

Excellent leadership opportunity to contribute to vision 2030 and be responsible of developing the Agriculture Sector in one of Saudi Arabia's most prominent future Touristic & Heritage sites.

Contact: Amir Baddour

Quote job ref: JN-062023-6096417

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