



The organization

IDH, the Sustainable Trade Initiative (www.idhtrade.org) helps to accelerate and upscale sustainability within mainstream international and regional commodity markets and producer landscapes, aiming at market transformation. Key commodity markets include for instance apparel, fish, cocoa, coffee, tea, cotton, fruit, vegetables, and palm oil. We shape ambitious public private coalitions of companies, civil society organizations and governments and high-impact programs to benefit people, planet and profit.

IDH has spent the last 10 years shaping and fundamentally transforming these global markets and intends to systematically change these markets even more going forward until 2030. Additional focus will be on sustainable manufacturing and sustainable landscapes.

With co-funding from the Dutch, Swiss, Danish, UK and Norwegian governments, private foundations and from business partners (total annual turnover of 100m Euro), IDH develops innovative business models for sustainable production and trade, and convenes partnerships with governments, banks and businesses to scale these models. IDH's yearly budget is Euro 30m, spent in tandem with an annual Euro 45m private sector budget. IDH is active in key producing countries in Asia, Latin-America and Africa. IDH is a dynamic and innovative organization of 80 dedicated staff members in its headquarters in Utrecht, and another 100 associates in regional hubs in Indonesia, Vietnam, India, Kenya and Brazil.

To strengthen its work, the Executive Board of IDH is recruiting a:

Global Director of Agriculture Commodities - Cocoa, Coffee and Tea

Job profile

This is an outstanding opportunity for a highly skilled, proactive and experienced leader, who is strongly committed to the mission and work of IDH. The Global Director of Agriculture Commodities - Cocoa, Coffee and Tea drives the market transformation of key agriculture commodity sectors, specifically coffee, cocoa and tea. Global Director of Agriculture Commodities - Cocoa, Coffee and Tea creates effective coalitions across key private and public players and builds and oversees high-impact programs in these sectors for people, planet and profit.

A dedicated team player, Global Director of Agriculture Commodities - Cocoa, Coffee and Tea leads the business unit and thus empowers the different commodity program teams to become one single

centre of program management, while fostering the distinct industry networks that the different commodity directors in this core business unit maintain.

As one of the four business unit leaders, the Global Director of Agriculture Commodities - Cocoa, Coffee and Tea is part of the executive management team of the overall organization, and reports to the Executive Board. About 30 people report directly or indirectly into the business unit.

Key responsibilities

1. Spearheading the IDH market transformation approach in agriculture commodities together with our partners. Ensuring real and lasting impact is created upstream in the global value chains, with a lasting impact in the value chains of global industries and the governance of the sectors in key producing countries
2. Key account management with senior executives of the industry players in these different sectors, as well as with the senior officials of key governments.
3. Responsible for delivering IDH programs on global agriculture commodities, securing accountability to the funders of these programs through M&E and financial management.
4. Responsible for program & business development, including fundraising for the commodities in this business unit.
5. Transforming the different sector programs into one solid business unit, with a dedicated team, that further optimizes performance and secures operational efficiency through synergies between the sector programs and effective working relations with the other teams in the organization.

Requirements

Candidates will be selected based on these key criteria:

- A senior strategist that has or can develop an effective network at the highest levels of industries and government
- 15-20 years of relevant working experience in international commodity trade at management level, preferably experience with a private sector background with at least one of the following commodities, Tea, Coffee, Cocoa
- Real team player that can inspire and lead team members in the business unit through guiding and coaching.
- Ability to deep-dive into the details of the IDH business while staying focused on the bigger picture; can anticipate on challenges to IDH before they occur and recommend solutions, that will help to further improve IDH's performance.
- High intrinsic motivation to contribute to IDH's mission. Deep commitment to getting things done at scale for the people and the planet.
- Strong interpersonal skills, who builds relationships and trust across the organization, nurturing an organizational culture based on IDH organizational values of integrity, impact, and innovation.
- Ability to manage change and gain commitment for delivery.
- A deep commitment to get things done at scale for the benefit of people and planet
- Effective manager that leads from behind within the business units and takes stage within the relevant global networks at the same time.
- Relevant master's degree of a reputable university.
- Fluency in English, preferably also in a second key language like French, Spanish or Chinese.

- IDH is an equal opportunities employer

Conditions

IDH offers an exciting position within a passionate and professional international team. As an IDH leader you contribute to significant positive global change. The position is for 40 hours per week. The successful applicant will be offered a salary of salary of Euro 100-115 k plus pension, travel allowance, and contributions to health insurance and sports club. This role is preferably based in Utrecht, the Netherlands, but can also be positioned in one of the key global hubs of IDH.

Contact:



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