



The organization

IDH, the Sustainable Trade Initiative (www.idhtrade.org), has been heavily investing to accelerate the sustainable production and trade of agricultural commodities produced in Asia, Africa and South America in the last 10 years. IDH is a highly innovative organization, continually adapting its strategy to engage and mobilize the private sector to contribute to the Sustainable Development Goals.

With funding from the Dutch, Swiss, Danish and Norwegian Governments, and from business partners, IDH organizes scoping, development and implementation of public private partnerships in 11 sectors such as palm oil, timber, coffee, tea, aquaculture, apparel and 16 landscapes across 12 countries. We are a thriving organization to solve sustainability issues in commodity sector and sourcing areas.

Our Landscape and Commodities program brings together businesses, government, farmers, communities and civil society to build sustainable governance models across tropical forest regions, or landscapes. Through our three-pronged PPI approach, we create areas where agricultural products are grown sustainably (Production), forests and natural resources are safeguard (Protection), and communities thrive (Inclusion).

Founded in 2008, IDH is expanding. It now runs approximately 600 projects in over 30 countries, together with a wide range of private and public partners and funders. IDH is a dynamic organization of highly dedicated staff, 80 in its headquarters in Utrecht, and another 100 associates in regional hubs in Indonesia, Vietnam, India, Kenya and Brazil

To strengthen its work on market demand for sustainable commodities, particularly palm oil, soy and tropical timber, IDH is recruiting a:

Program Director Markets, IDH's landscape program based in Utrecht, the Netherlands

Job profile

As Program Director Markets of IDH's landscape program, you are heading up IDH's thought-leadership and practice on linking sustainable commodity production in landscapes in Asia, Africa and Latin-America to demand in Europe, India and China. The focus is on palm oil, soy and tropical timber as main commodities.

You drive a strategic agenda which engages partners and stakeholders towards next-stage supply chain solutions in market transformation:

1. creating physical links between producing regions and manufacturers/brands/retail;
2. scale imported volumes of sustainably produced palm oil, soy and tropical timber in the European, Chinese and Indian markets;
3. support government-to-government agreements on sustainable trade.

To this end you guide and coach the market team within IDH's landscape program with strategic knowledge, business-development (pipeline) and program implementation to reach the targets.

Based in Utrecht, you are part of the global landscape team, reporting directly to the Global Director Landscapes. The position is a full-time position and requires extensive international travel.

IDH is looking for an organized and committed team player that can lead teams both through guiding and coaching with a strong interest in supply chain sustainability. You can deep-dive into the details of IDH's Landscape programs while staying practical and focused on the bigger picture. You can manage change and gain commitment. Working in a results-oriented, flexible, cooperative and hands-on manner, you are committed to your and your team's targets.

Key responsibilities

- Responsible for developing and implementing of the market program within the wider IDH Landscape Program;
- Responsible for convening major public and private players in the relevant sectors, bringing together strategic alliances and aligning sector coalitions;
- Responsible for managing and guiding of (Senior) Program Managers at a strategic level in the process of scoping, development and implementation of the program;
- Responsible for the maintenance and expansion of the relevant IDH network and donor base, and contributing to the further strategic development of IDH;
- Responsibility for sharing knowledge and outcomes externally through events and congresses;
- The IDH Programs represent the core deliverable for the organization. The Program Director Markets shares responsibility for ensuring the involvement of the wider IDH team in the successes, the challenges and the learning of the Program;
- Responsibility for the motivation and development that drives the performance of the members of the markets team.

Requirements

- 15+ years of relevant working experience, in a senior role in a trading firm/trading position or bank/trade commodity financing position;
- Deep knowledge and expertise in international commodity supply chains (main focus on palm oil, soy and tropical timber), corporate sustainability (environmental and social issues), and the reality of developing & emerging economies;
- Experience in managing and leading a team in an international setting;
- Strong networks in agricultural commodity trading companies as well as in manufacturing, retail and consumer brands companies;
- Working and thinking at M.Sc. level;
- Fluency in English.

Conditions

IDH offers a challenging position with opportunities for growth within an enthusiastic and passionate team. As an IDH team member you can contribute to positive global change. The successful applicant will initially be offered a one-year contract but with the possibility to extend. We offer a competitive salary (depending on seniority and experience) and solid fringe benefits, including a good pension scheme.

We encourage applicants to respond as soon as possible, latest by **8 May 2019**. Candidates are based in the Netherlands or should have permission to work in the Netherlands.

IDH is an equal opportunities employer

The selection of the Program Director Markets, landscape program is carried out by our executive search partner MillarCameron.

Contact:



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