



Regional Manager

## Description

As a global development enterprise working towards a world in which people can live in dignity, ICCO Cooperation takes both a business and nonprofit approach to strengthening agricultural systems through partnerships. As Regional Manager for Southeast Asia, you will lead a team across Cambodia, Indonesia, Myanmar and Vietnam, working for food security and economic empowerment of smallholder farmers and small and medium-sized enterprises. You are an entrepreneurial and innovative team leader who is able to create and capture new opportunities and transform them in commercially viable propositions.

## About ICCO Cooperation

ICCO Cooperation works towards a world in which people can live in dignity and well-being, a world without poverty and injustice. As a global development enterprise, ICCO takes both a business and nonprofit approach to strengthening agricultural systems through partnerships.

ICCO believes that long-term success can be achieved through programs and investments carried out by enterprising people and organizations. In public-private partnerships, ICCO takes up the role as both co-implementer and advocate. The organization designs, manages and implements programs for inclusive development with focus on inclusive markets, responsible business and nutrition and food security. Gender, climate and the rights of marginalized groups are cross-cutting issues. The cooperation offers brokering services for public-private partnerships, and are experienced in working with a wide range of financial tools.

Now more than 50 years old, ICCO Cooperation has approximately 350 employees and a turnover of approximately €40 million in 2018. It consists of a global office in The Netherlands, and five regional offices in Africa, Asia and Latin America. ICCO is active in a variety of countries through their country representatives including in the USA.

## About the Southeast Asia Office

ICCO Cooperation has been working in Southeast Asia since the 1970's. The regional office in Southeast Asia with a total of 45 staff, working across Cambodia, Indonesia, Myanmar and Vietnam. ICCO contributes to strengthening food & nutrition security and economic empowerment of smallholder farmers and small and medium-sized enterprises.

Together with their partners in Southeast Asia, ICCO's intervention strategies focus on responsible business, inclusive markets and sustainable food production and consumption. The cooperation uses the following approaches in their programs: Markets for the Poor, Value Chain Development, Public-Private Partnerships, Inclusive Business and Business Incubation and Impact Investment. The four priority topics are: Climate Resilient Agricultural Systems, New Technologies, Youth Entrepreneurship and Diverse Financial Instruments.

In a strategic partnership with the Netherlands Ministry of Foreign Affairs, ICCO advocates in partnership with civil society organizations to decrease injustice and inequality.

## Duties and Responsibilities

The main responsibility of the Regional Manager is to manage the process of strategy development, program development and implementation, program innovation, program evaluation and fundraising, and business development in the region, in line with the mission, vision and overall strategy of the organization.

This entails:

1. Establish and maintain effective working relationships with partner organizations coalitions, networks and sister agencies of the Cooperation and its members.
2. Represent ICCO in Southeast Asia and establish and maintain fruitful relationships with the private sector, governmental officials embassies/consulates, international and national organizations, SME's, donor representatives, as well as national and international media.
3. Ensure that programs in the region are developed, implemented and evaluated in line with multi-annual plans, taking preventive and corrective actions where and when necessary.
4. Develop and implement strategies for targeting and obtaining funds and other resources to ensure the continuation of existing programs and/or implementation of new programs in the region.

5. Ensure that budgets are spent in accordance with donor requirements and ICCO budget lines, within an appropriate time frame. Of specific importance is to provide overall leadership and oversight of the four Geodata for Agriculture and Water programs which are implemented in the region.
6. Achieving programmatic, financial and fundraising and business development targets.
7. Have final responsibility for all matters related to the functioning of the office, e.g. human resources, finance and administration, legal and programmatic matters.
8. Ensure a positive office atmosphere that contributes to staff motivation, to innovate and entrepreneurial staff behaviour and excellent results.
9. Supervise all regional and national staff.

## Skills and Experience

The Regional Manager:

- is a strong strategic thinker and a visionary & innovative leader.
- is able to build and maintain a network outside of the usual NGO context.
- is able to identify and exploit opportunities and has an entrepreneurial mindset.
- is able to work effectively in a decentralized multicultural and multireligious work environment.
- is a people's manager with a business-like approach
- Is able to create and capture new opportunities and transform them in commercially viable propositions.

Furthermore, he/she has:

- Substantial experience in business development, program management and financial management.
- An NGO background with experience in private sector cooperation, or private sector background with an understanding of NGO ambitions.
- Substantial experience (over 10 years) in a relevant field of which at least 5 years in a senior management position.
- An academic level of working and thinking.
- Relevant work experience within the Southeast Asian region and a relevant network in the region.
- Up-to-date knowledge of development issues, change processes and North-South co-operation.
- Understands the socio-political environment in the Southeast Asian region and appreciates the role of religion and faith-based organizations in development.
- Relevant experience with business development and fundraising (private sector, bilateral donors, government institutions, etc.).
- Being creative and experimental to create and capture new opportunities.
- Strong financial and analytical skills.
- Excellent language skills in English, preferably good language skills in Dutch and being able to speak Indonesian is a plus.
- Knowledge of civil society in The Netherlands, including the role of churches.
- Affinity with the Christian roots of the ICCO Cooperation.

## Meta Fields