



FCIA Private Sector Liaison for the MOCCA Cocoa Project

LOCATION:	Guatemala, Nicaragua, El Salvador, Honduras, Peru or Ecuador
EMPLOYMENT TYPE:	Part-Time Consultant
SUPERVISORY:	None
REPORTING TO:	FCIA Executive Director (in USA)
FUNDING:	Level of effort not to exceed \$20,000/year. Travel budget is separate
COUNTERPARTS:	Regional Director (Latin America) Deputy Director, Cacao Production & Marketing (Latin America) Manager of Donations and Management Models (Latin America) Six Country Cocoa Managers (Latin America)
TRAVEL:	Limited

OBJECTIVE:

The FCIA Private Sector Liaison position is funded through the USDA-FFP regional program in Latin America called MOCCA (Maximizing the opportunities of Coffee and Cocoa in the Americas). MOCCA will strengthen farmer training, build better relations between buyers and sellers, and strengthen national commodity institutions in six Latin American countries (Guatemala, Nicaragua, El Salvador, Honduras, Peru and Ecuador). The FCIA Private Sector Liaison, based in Latin America, will work closely with the FCIA Executive Director in the USA to encourage company member participation in the program. He/she will also work closely with MOCCA counterparts to help link farmers' organizations, national commodity institutions, NGOs and international and regional stakeholders in the cocoa industry, in order to meet the objectives of the cocoa industry. His or her direct reporting responsibilities will be to the FCIA Executive Director.

MAIN RESPONSIBILITIES:

1. Work with FCIA Executive Director to encourage active company participation in MOCCA
2. Represent participating FCIA company interests and priorities in MOCCA forums and workshops
3. Work with MOCCA counterparts and participating FCIA companies on matching grant program design and reporting

4. Assist FCIA companies to design training programs that align with the MOCCA strategy
5. Develop and assist MOCCA Deputy Director to build business models that encourage quality, value and fine chocolate market opportunities with FCIA companies
6. Participate in Cocoa Flavor Map development in Guatemala, Peru and Ecuador
7. Represent private sector in discussions to establishment and adoption of cocoa quality standards, nationally and regionally.
8. Coordinate with the Director of MOCCA Cacao in the following activities:
 - Establish and strengthen links with public and private entities in the cocoa sector.
 - Supervise communication strategies, including compliance with brand requirements of the project
 - Facilitate the visit of participating FCIA companies and donors to the program in coordination with MOCCA staff
9. Draft monthly and quarterly reports to meet deliverables

REQUIREMENTS:

- Bachelor's degree, preferably with a Master's degree in areas related to Agriculture and / or business management
- Minimum of 5 years of experience in the sustainable growth of NGOs
- Minimum 3 years of experience working in the cocoa sector in Latin America and strongly familiar with regional issues, trends and global players in the cocoa market.
- Proven ability to plan, organize and direct work, evaluate results and adjust strategies to achieve the goals and objectives of the project
- Availability to travel regionally and internationally when requested (less than 25% of time)
- Spanish language proficiency is required (written and spoken)
- Strong ability of the English language, required (written and spoken)
- Experience is required working in a variety of developing environments
- Domain of Microsoft Office applications is required, including Word, Excel and Outlook
- Experience and commitment to work with a very diverse workforce

Interested parties, send letter of interest and curriculum vitae no later than **May 30, 2019 to Bill Guyton (b.guyton@finechocolateindustry.org)**.