



# Job Description

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<b>Job Title</b> Senior Manager, Wood Product Markets	<b>Job Location</b> Iringa	<b>Category</b> -
<b>Job Type</b> Full Time	<b>Job level</b> Senior Manager	<b>Industry</b> Non-profits (NGO)
<b>Open to Expatriates</b> Only Open to Tanzanian Nationals		

## Minimum Requirements

<b>Min Budget</b> -	<b>Max Budget</b> -	<b>Primary Industry</b> Non-profits (NGO): 10 Years
<b>Secondary Industry</b> -	<b>Primary Category</b> -	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

For more info Click the following link: [Candidate Pack](#)

The Senior Manager, Wood Product Markets will lead the Trust's ongoing interventions in the sawn timber and Engineered Wood Products (EWP) value chains while on the lookout for emerging opportunities in other value chains, focused on the processing of trees into diverse high-value wood products. The objective of the role will be to successfully develop markets for processed wood products, increase investment in processing infrastructure and drive operational improvements in processors across different value chains – with the ultimate goal being maximising value-add from the processing segment of the value chain. The role will need to work closely with private sector actors including investors, key government ministries, agencies and departments, service providers and a range of technical experts who can support the delivery of a challenging and complex set of interventions.

## Responsibilities

- 1) Design and implement wood product markets interventions that support the delivery of FDT's strategy.
  - Develop concept notes, complete detailed design and ongoing adaption of the wood product market interventions, focused on increasing value added from processing.
  - Align key public and private stakeholders, including potential investors on the opportunities available in the processing segment of the value chain.
  - Contribute to FDT's overall programme strategy in collaboration with Trust Director and Senior Management team.
- 2) Effectively programme manage the wood product markets interventions.
  - Lead work, resource and budget planning for responsible interventions, including the development of Intervention Management Tools (IMT).
  - Lead the scoping of and delivery of external consultancies engaged to support delivery within interventions.
  - Effectively implement intervention activities through self and programme team and effectively identify and manage intervention level risks.
  - Build strong relationships, become a trusted advisor and where required build partnerships with associations, current operators and also potential new investors in wood processing.
  - Build relationships across key government ministries, departments and agencies with decision makers who are in a position to influence intervention outcomes
  - Engage with financial service providers and support them in understanding the commercial forestry investment landscape so they are better positioned to enter and provide tailored financial forestry products to support investors.

- Leverage relationships from across the Trust and wider Gatsby Africa network, to ensure we can identify and deploy quality external technical support to interventions.

2) Develop and implement measurement and learning plans for the wood product market interventions and enhance collaboration within Gatsby's forestry network

- Define measurement framework and plan for the wood product markets interventions and effectively measure progress of interventions.
- Identify and support completion of key learning pieces relating to the interventions.
- Foster close collaboration with relevant interventions in the wider Gatsby network to ensure cross learning, potential sharing of resources and also the opportunity to collaborate on shared initiatives where incentives align.

3) Manage, coach and mentor team

- Effectively manage the intervention teams, ensuring all team members have SMART objectives, workplans and personal development plans.
- Strong focus on staff development through focused coaching and mentoring of staff under management.

## Education & Qualifications

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- A Masters university degree in economics, business, development, project management or similar in a relevant discipline.

## SKILLS AND COMPETENCIES

- Exemplary planning and implementing skills to ensure effective delivery of multi-faceted complex interventions which need to engage with a wide range of stakeholders and manage a diverse set of internal and external resources.
- Strong analytical skills coupled with an innovative mindset and an excellent understanding of business and financial analysis so that opportunities can be identified and presented effectively to processors and potential investors.
- A strong communicator, networker and builder of relationships, who is happy to engage with the public and private sector and facilitate change through them.
- Strong technical knowledge and skills, with a focus on understanding the key drivers of profitability for processors, the investment decision making process, risk, how financial institutions operate and also a broad understanding of wood processing technologies.
- Robust performance measurement which leads to critical reflection of what is working and what isn't so that adaptations can be made to intervention strategy and activities.
- Management and teamwork: Strong teamwork, management, leadership and interpersonal skills with the ability to work within a high performing and dynamic environment and develop internal staff through coaching and mentoring.

## PERSONAL ATTRIBUTES

- Empathises with GA's mission and values and brings ambition, drive, commitment to African development and an understanding of the development landscape.
- Proactive and a self-starter, with the ability to adapt to changing circumstances and external factors.
- Driven by results and delivering impact.
- A team player who builds strong relationships, works best with and through others.
- Integrity and professionalism, setting and demonstrating the highest ethical and moral standards and a strong sense of personal accountability.

## Requirements

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### KNOWLEDGE AND EXPERIENCE

- Minimum 10 years' experience working in private sector and/or implementing market systems approaches, ideally sector development programmes.
- Proven experience of successfully designing and leading elements of a market systems development programme and / or

leading complex multi-workstream projects within the private sector and / or business/market development

- Experience working with and building strong relationships with public and private sector partners, facilitating change and building partnerships.
- Experience in investment promotion, the investment facilitation process, basic financial modelling, and business case development.
- Proven experience of developing talent within an organisation.

#### DESIRABLE

- Technical knowledge of the commercial forestry sector, in particular processing and markets.
- Experience and knowledge of developments and dynamics in the financial sector.
- Experience and knowledge in investment promotion and facilitation.

#### Reporting To

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**Reports To:** Deputy Director - Processing , Market Development and Policy

**Direct Reports:** Manager, Wood Product Markets & Business and Market Facilitators

#### Driving Licence

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Not Required

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