



Co-operative Development
Foundation of Canada

SINCE 1947

Overseas Volunteer Opportunity Business Development Officer MONGOLIA

WHERE: Ulaanbaatar, Mongolia

WHEN: February 2018 – February 2019 (exact timing to be negotiated with successful candidate)

DURATION: Six months - one year (6-12 months)

REPORTING TO: Andrea Kohut, Mongolia Program Manager CDF

DEADLINE: January 8, 2018

Note: *This is a voluntary assignment. Domestic and international economy airfare, ground transport, visa, travel insurance, out of country accommodation, and a meal/incidental allowance will be covered by CDF Canada. You must be a Canadian citizen or permanent resident.*

Background

The INVEST Co-op Mongolia: Steppe and Gobi Region project is a four-year, CAD \$1.34 million initiative within the \$22,135,773 INVEST Co-op Program. The Program is funded by the Global Affairs Canada (GAC) with a \$5,042,417 contribution from the Canadian Co-operative Association (CCA). The Ultimate Outcome of the program is improved sustainable, gender equitable economic well-being for women and men small producers through co-operatives in Indonesia, Malawi, Mongolia, and Peru. The total reach of the program is 69,787 women and men.

The majority of rural Mongolian income generation activities centre on livestock husbandry and the dairy, fibres, skin and meat industry. Due to many issues including but not limited to access to finance, markets and quality low cost inputs it is difficult for herders to justify dedicating resources required to improve quality and quantity of livestock outputs. This results in low producing animals or products that do not meet quality standards (health and safety, fat content, fibre micron) necessary to access higher markets prices which results in herders focusing on herd size rather than quality. With more animals in competition for already over grazed pastureland livestock are getting less of the nutrients required to support them through the long winter months which makes them less resilient during extreme winter conditions known as *dzuds*. During the *dzud* of 2010 the United Nations reported that eight million, or about 17% of the country's entire livestock, had died taking with them many families livelihoods.

The INVEST Co-op Mongolia: Steppe and Gobi Region project aims to improve the lives and livelihoods of 3,000 herder households representing 1,500 women, 200 of which will be women headed households, and 1,500 men. The project will build the capacity of herders' livestock rearing practices to increase quality and quantity of sheep and camel wool production and reduce livestock mortality rates, as well as improve financial literacy and agriculture enterprise management skills. The project will

further develop 30 existing co-ops to assist women and men herders' ability to access new markets, extension services and low-cost quality inputs as well as work with the co-operative sector to promote a supportive environment.

Project Implementing Partner

CDF Canada has been programming in Mongolia for over 15 years. During this time CDF Canada has partnered directly with the Mongolian Co-operative Training and Information Centre (MCTIC) on a number of successfully delivered projects and have maintained a strong and continuous relationship.

MCTIC was established as a non-governmental organization (NGO) in 1998 to promote and strengthen co-operatives and the co-operative sector in Mongolia. Their aim is to provide excellent training and access to information for members, managers and boards of co-operatives throughout Mongolia, and to others such as government that impact the co-operative sector. The membership and board of MCTIC is drawn from five national co-operative federations: the Central Union of Mongolian Consumers Co-operatives, the Central Union of Industrial Co-operatives, the National Association of Mongolian Agricultural Co-operators, the Union of Production and Service Co-operatives and the Association of Private Herders Co-operatives.

The project will also be guided by the Project Advisory Committee, consisting of the CCA Program Manager, the MCTIC Project Manager and key representatives of the Mongolian National Co-operative Association (MNCA) Board of Directors. MNCA was founded in 2008 and is the national apex organisation representing co-operatives in Mongolia and was established to provide leadership in sustainable development of the co-operative movement.

Objective

The Business Development Officer will work in in co-operation with MCTIC staff to identify and respond to business development opportunities. The business development officer will engage in key stakeholder meetings, develop strategic relationships and support the growth of MCTIC through access to new projects.

Activities and Deliverables

- Research, outline and generate explicit linkages between national and international development trends and MCTIC
- Identify and document possible partnerships with organizations active in co-operative and agricultural/ textile/dairy development
- Identify potential donors to present funding proposals
- Prepare proposals for submission to donors

Qualifications

The successful applicant must possess the following skills, experiences and personal characteristics:

- Experience writing proposals
- Excellent analysis skills
- Experience with co-operatives, knowledge of co-operatives models, and an understanding of co-operatives and the co-operatives principles, preferably in a developing context
- University or college degree in international development, monitoring and evaluation, business or a related field
- Understanding of the international development context, including emerging trends

- Understanding of monitoring and evaluation practices
- Knowledge in gender equality, environmental sustainability is considered an asset
- Ability to work autonomously, be flexible and analytical
- Ability to be multi-functional and work in dynamic situations; be flexible and adapt to change
- Must be able to handle difficult situations with patience, tact and professionalism
- Ability to communicate and effectively interact with people of different cultures
- Takes initiative, set goals, and manage time independently, while seeking guidance and direction from your manager
- Ability to transform complex concepts and information into plain language reports
- Canadian citizen or permanent resident

WORKING CONDITIONS:

- Will be in capital city of Ulaanbaatar with some travel to rural areas
- MCTIC staff will provide Mongolian-English translation services where needed

APPLICATION PROCESS:

Please submit a resume and letter of intent by end of day January 8th, 2018 to Volunteer Manager, Laurie Tennian, LTennian@cdfcanada.coop. You must be a Canadian citizen or permanent resident. Successful candidates will be required to obtain a police check from their local police/RCMP detachment. ***All applicants are thanked for their interest in CDF Canada; however, only those selected for an interview will be contacted.***

CO-OPERATIVE DEVELOPMENT FOUNDATION OF CANADA

The Co-operative Development Foundation of Canada (CDF Canada) is an international development charity that helps improve the lives of women, men, children and their communities through cooperatives. We envision a world where self-reliant communities flourish. CDF Canada is working with local partners in Africa, Asia, Latin America and in Eastern Europe to establish and grow community owned co-operatives that help people achieve more prosperous, self-reliant lives.

For over 70 years, CDF has been mobilizing financial resources, volunteers and knowledge – mostly from Canadian co-ops and credit unions – to make the world a better place. For much of that time, CDF Canada worked with the Canadian Co-operative Association (CCA) and other partners to help communities move toward prosperity and create more secure lives through community-owned cooperatives.

CDF and CCA amalgamated in 2017 under the CDF Canada brand. For more information about CDF Canada, visit cdfcanada.coop.