

JOB DESCRIPTION

Job Title:	Senior Consultant: Investment Analysis: Resources (Agriculture, Fisheries, Water & Land)	Department:	Investment & New Ventures
Employee Name:		Division:	Investment Analysis
Job Category:	Specialist	Job Grade	
Travel Required:	Yes	Position Type:	Permanent
Location:	Windhoek	Subordinates:	No
Immediate Supervisor	Manager: Investment Analysis		
Role Purpose:			
<p>The purpose of the Investment Analysis Division is to maximise the number of potential investment opportunities (investment enquiries, connections, leads, opportunities and projects), ensure all opportunities are channelled correctly into the organisation and result in realised investment and reinvestment in Namibia. The Division is also responsible for providing specialist advice and support to investors and NIPDB teams in the delivering of projects and opportunities, in developing and to promote current investment opportunities.</p> <p>The purpose of the role Senior Consultant: Investment Analysis: Resources (Agriculture, Fisheries, Water & Land) is to analyse and evaluate investments from these sectors entering the NIPDB for purposes of receiving support, guidance or facilitation services. The analyst will also provide expert advice and insights on agricultural and fisheries sector projects (in the main) with a key focus on solving problems in cases where water and land availability are key constraints.</p> <p>The candidate will engage with a range of stakeholders, including investors, internal NIPDB teams, other OMA's and sectoral peers in obtaining data, information and insights in providing the necessary advice to investors and the Board.</p> <p>As an sectoral expert and analyst, the output from the role will be used to develop solutions specific to projects in the agricultural, fisheries and food processing sectors. Such solutions will support and address challenges in the sector affecting investor projects, sectoral development and project affordability. Problem-solving in the area of land and water, will also include commercial and industrial applications and will extend beyond the realm of agriculture.</p> <p>The output from this role will in most cases be part of a wider coordinating role the Division plays in the development of agriculture and fisheries projects or other land or water-intensive investment projects.</p>			
Role and Responsibilities:			
<p>Promote the Agricultural and Fisheries Sectors: To support the Investment and New Ventures Department and its key members to promote the agricultural and fisheries sector by:</p> <ul style="list-style-type: none"> • Recognising, highlighting and providing information about the key real opportunities in: <ul style="list-style-type: none"> - the broader agriculture space available to investors and colleagues; and - the fisheries in particular and the blue economy broadly; 			

as part of a drive to add value to locally produced or harvested products and to facilitate such projects.

- Support the Manager: Public Investments to co-develop project propositions with the relevant OMA's and regulators that are accurate, compliant and ready for promotion by the relevant team members in NIPDB.
- Co-develop and -create identifiable routes to enter the sector that are manageable, consistent and compliant with current regulation for investors into the agriculture and fisheries sectors.
- Support the Investment Facilitation Office in facilitating projects, their investors or project owners who require advanced support in respect of agricultural projects, fisheries projects and food- and agro processing, water resources or access to land.

Research and Policy Initiatives: To support and proactively contribute through research and inputs to the NIPDB's and the wider Government agriculture and fisheries priorities:

- Remain fully informed about domestic and regional developments and associated policy areas. Be able to contribute to the NIPDB agenda and where representing the Board on various fora, to make impactful contributions.
- Be able to research, develop and contribute to solving challenges in existing and emerging agriculture sub-sectors, both practically and on policy level.
- To take part in and actively contribute to materials, discussions and documents developed for inter-Ministerial platforms, programmes and initiatives on behalf of the Board as directed.
- Conduct research projects and discover best practices as required with the view of fulfilling obligations on behalf of the Board.

Develop Solutions to Water Scarcity: As one of Namibia's most unpredictable and vulnerable resources, to contribute towards developing commercial and industrial scale water solutions by:

- Having a full awareness of the water challenges in the Namibian context and being able to develop creative solutions to sustainably problem-solve water access challenges.
- Supporting prospective investors in accessing and securing affordable, sustainable water supply for industrial and commercial projects.
- Liaising with, co-ordinating and securing key concessions where possible from OMA stakeholders to develop project specific water solutions for investor projects.
- Providing detailed analysis and assessments of the grade/quality, volume and sustainability of water sources available for agricultural and industrial projects. This will include cost assessments to support investor and Government business cases to provide water to strategic projects.
- Providing advice and water solutions that are affordable and sustainable to Government partners and potential investors.

Develop Solutions to Provide Affordable Land: To drive the development of commercial and industrial scale agricultural and non-agricultural solutions by:

- Supporting prospective investors in accessing and securing affordable land or properties for industrial and commercial projects. This may include agricultural as well as non-agricultural projects.
- Liaising with and co-ordinating key with key OMA's and Government landbank managers/owners to find specific solutions in respect of land.
- Hand-holding investors through processes to access Government land for commercial purposes. Providing the necessary direction to OMA officials and to ensure that project owners comply with the requirements under current legislation.
- To build a landbank of privately owned land which can reasonably be accessed by project owners as and when required and available.
- To conduct regular public calls for land and specific commercial property for owners to register

their interest to sell to or collaborate with potential investors.

- Working proactively with land and property owners to support investors and project owners to arrive at feasible land supply solutions.

Focus on the Future of Resources: With a resounding focus on resources, to support and contribute towards strategic and relevant projects; support and drive the development of key initiatives:

- In collaboration with the Investment Facilitation Office (IFO), analyse and monitor the state of potential private sector agriculture pipeline projects.
- Support NIPDB colleagues by providing relevant agriculture sector-related information, analysis and inputs to aiding the development of potential investment opportunities and projects or sectors which are land and water-dependent.
- Liaise, cooperate and collaborate with relevant OMA's and other partners in the identification of potential strategic projects that will aid Namibia's strategic position in the region.
- Contribute towards developing feasible and attractive water and land resource opportunities available to the open market.
- Advise other OMA's on the development of sectoral strategy and drive coordination between agri sub-sectors and commercial imperatives.
- Working with the respective national utilities and their national regulator to develop coherent and viable projects to support national ambitions and priorities.
- Collaborate with Investment and New Ventures Department colleagues to create sustainable sub-sectoral opportunities.
- Translate wholesale market and policy changes into strategic opportunities for Namibia.

General: To be able to contribute to the body of work in the Department in the following ways:

- As directed, represent NIPDB at platforms, sectoral initiatives and committees that deal with agriculture, fisheries and water matters
- Lead preparation of high-quality research, reports, DPR's and briefing notes required for the division or project
- Developing and maintaining an accurate and reliable reference / database of water availability, restrictions and other notable variances nationally which can be used or disseminated to the rest of the NIPDB team as and when required.
- The role includes carrying out data modelling and staying current on relevant issues and trends within the agriculture, fisheries and foods sectors.
- Presenting forecasting reports, data, and information on trends in an easy to understand and useful format, as well as utilising the information gathered and knowledge of the industry to offer recommendations to the Board or its clients as needed.
- Responsible for undertaking various projects in the Board that may include water efficiency consulting, demand-side project management, and project auditing, as well as related economic analysis.
- Ideal candidates will have a firm grasp of the food and production sector, be able to work with large data sets to develop and execute long-term measurement and evaluation assignments including the tracking of progress on investor projects.
- Perform cost, output and performance benchmarking for projects and solutions.
- Generate reports and market insight for the NIPDB or its stakeholders.
- Collaborate with the IFO to develop and maintain investor engagement materials regarding agriculture and fisheries, provision and support aids to model user costs.
- Provide news and content on relevant market developments, with technical analysis of market

trends to assist the Investments and New Ventures Department.

Qualification and Experience Requirements

- A B. Science Degree in Agriculture or related field.
- A Master's Degree in Business Management, Economics, Agriculture or Water or Land Resource Management.
- An excellent understanding with recent knowledge and experience of Namibia's agriculture sector is compulsory.
- Basic statistical modelling will be necessary to be successful in this role.
- Proven analytical and mathematical ability.
- Strong knowledge and understanding of key business fundamentals.
- Strong knowledge and understanding of key national and economic development fundamentals.
- Proven understanding of Namibia's agriculture, blue, land and water ecosystem.
- A very strong understanding of sustainable and renewable water resources is non-negotiable.
- Proven ability to meet with and understand stakeholder needs.
- Be able to meet short and rigid deadlines.
- Proven agriculture, water and/or land policy exposure with at least 2 years experience.
- A minimum of 5 years of experience in the broader field of agriculture, water and/or land.
- Experience or extensive knowledge in as many as possible of the following categories will be favourably considered:
 - Water resources and recycling
 - Namibia's known underground water resources
 - Water and land policy
 - Broader Agriculture sector with knowledge of both horticulture and livestock farming
 - Fisheries & the Blue Economy
 - Modern farming practices (preferred)

Preferred Skills

- Ability to broadly assess and understand any agricultural or commercial projects and be able to constructively engage with investors and stakeholders.
- Ability to see how any business can fit into Namibia's food-business ecosystem
- Ability to promote an agriculture opportunity or solution to a potential investor or stakeholder
- Innovative problem solving skills
- Exceptional verbal and written communication skills
- Excellent interpersonal skills
- Strong project management and time management skills, including managing multiple concurrent tasks and complex assignments
- Ethical conduct and high integrity
- A good understanding of data privacy and confidentiality standards
- Superior ability to establish and maintain positive working relationships with key stakeholders and investors

Internal/External Stakeholders:			
All internal staff members and stakeholders in line with the responsibilities of the role.			
Reviewed By (HR):		Date:	
Approved By (Line Manager):		Date:	
Incumbent Signature:		Date:	