



Sustainable Value Chain Advisor

Position Title	Sustainable Value Chain Advisor
Location	Thailand Country Office
Contract Form	Fixed Value Consultancy (up to USD34,000 plus travel costs)
Department	Sustainable Business & Finance
Directorate	Conservation & Policy
Responsible to	Sustainable Finance Specialist
Approved by	Head of Department

Our vision and mission

The Zoological Society of London (ZSL), a charity founded in 1826, is a world-renowned centre of excellence for conservation science and applied conservation. ZSL's purpose is to inspire, inform and empower people to stop wild animals from going extinct. This is realised by carrying out field conservation and research in over 50 countries across the globe and through education and awareness-raising at our two zoos, ZSL London Zoo and ZSL Whipsnade Zoo, inspiring people to take conservation action.

About the Project

Elephants, as ecosystem engineers and keystone species, will inevitably cause damage to any vegetation in a landscape. The goal of a sustainable model for human-elephant coexistence is to reduce the damage to tolerable and affordable levels for communities. Elephant-friendly, unpalatable crops with minimal dry-season watering infrastructure needs would reduce damage and associated economic costs especially compared to attractive high-calorie cash crops. During the transition period from cash crop to agroforestry, adoption of affordable best-practice Human-Elephant Conflict (HEC) mitigation interventions will be encouraged.

Ideally, income generated from the agroforestry models will provide a sustainable financing mechanism for farmers to adopt such mitigation interventions. As well as diversified, higher incomes from agroforestry, smallholder farmers will obtain additional income from carbon credits. Pre-sale of the carbon credits will finance the agroforestry transition whilst these alternative crops are growing to maturity. In addition, HEC insurance schemes which tie low premiums to adoption of non-violent mitigation methods and/or elephant-friendly agroforestry would further incentivise adoption of the model and reduce financial costs related to elephants moving through the landscape during and beyond the livelihood transition period.

Purpose of the role

The Sustainable Value Chain Advisor will provide technical advice, market research, business development, and implementation support to micro, small and medium-sized enterprises

(MSMEs), producer organisations, and buyer businesses in the soft commodities and tourism sectors so that these become profitable, nature-positive, and self-sustaining.

The primary responsibility of this position will be to develop and implement nature-positive value chain initiatives for ZSL Thailand and other countries in the region, and to share learnings to inform wider sustainable livelihoods and value chain approaches in ZSL priority landscapes, within the region and globally.

The role will work with a range of stakeholders across the country, including close collaboration with local communities, NGOs, government, and the private sector to proactively catalyse and accelerate sustainable supply chains, nature-based enterprise development, and financing opportunities that benefit people and the planet. The role will also be responsible for supporting finance sector engagement and the development of Nature-based Solutions within Thailand.

Research, Analysis, and Design

- Undertake desktop-based value chain mapping, market research, and market analyses, including the development of links to market for key products and associated marketing strategies
- Identify key value chain opportunities to assist community members (particularly women and youth) to start and scale up their businesses
- Work with local communities and institutions to design and approve sustainable business, financial and impact models
- Develop nature-positive business plans and sustainability strategies for companies
- Research and write guidance for the finance sector on biodiversity and sustainability topics.
- Synthesise online research and interviews to produce written reports and recommendations.
- Work with internal subject matter, external consultants, and other peer conservation/social development organizations to incorporate advice on specialist areas
- Identify, apply, and monitor relevant business regulations in sustainable value chains
- Identify, apply, and monitor relevant traceability and transparency systems and certification standards

External Engagement

- Undertake interviews and market research with businesses, government, and NGOs
- Participate in engagement with communities, farmers, and smallholders
- Engage and present to businesses and the financial sector on biodiversity conservation and sustainability topics
- Negotiate and secure commercial agreements with businesses, such as offtake agreements
- Present work outputs to a wide variety of audiences from businesses to local communities
- Establish good working relationships with local communities and their leaders, and endeavour to uphold the reputation of ZSL

Project Coordination

- Coordinate activities in-country in accordance with the project work plan, communicating activities and deliverables between project contributors

- Track project expenditure in-country in accordance with project budgets and escalate any deviation from budget
- Undertake in-country procurement activities for goods and services
- Ensure protection activities are compliant with ZSL policies and procedures, and head contract terms and conditions
- Identify, manage, and mitigate business, social and environmental risks

Fundraising

- Identify potential, high impact market-based nature-positive projects and businesses
- Develop or contribute to fundraising proposals and pitch decks
- Engage with and present to potential donors and investors

The duties and responsibilities described are not a comprehensive list and additional tasks may be assigned from time to time that are in line with the level of the role.

Knowledge and skills

- At least 5 years' relevant experience in market research, value chain mapping, and/or business development, preferably with sustainable development organisations
- Experience in farmer mobilisation and linking smallholder farmers to finance and sustainable commodity markets
- Relevant experience in conducting agricultural/rural sector/subsector analytical studies, including investment feasibility studies, food chain analyses, and agricultural value chain studies
- Experience in the planning, and design of agricultural supply chain business and sustainability initiatives
- Demonstrated experience in convening, designing, and facilitating meetings, trainings, and workshops from conception through to delivery
- Experience in the supervision of agricultural and rural investment operations
- Experience in undertaking sustainability certifications such as FSC and RSPO
- Experience in implementing supply chain traceability and transparency initiatives
- Experience in other relevant sectors such as tourism and seafood
- Experience in fundraising, project design, and writing grant proposals
- Postgraduate degree in agribusiness management, business administration, agricultural economics, agricultural development, development economics, or a closely related field
- Strong analytical and report-writing skills, with the ability to synthesize complex information and present it in a clear and concise manner
- Excellent communication and interpersonal skills, with the ability to engage with stakeholders from diverse backgrounds, including businesses, government agencies, NGOs, and local communities
- An understanding of finance sector activities including lending, investing, and microfinance

- Knowledge of biodiversity conservation, sustainable livelihoods, and natural resource management issues
- Familiarity with relevant business regulations, traceability systems, and certification standards, and the ability to apply and monitor them effectively
- Familiarity with Corporate Social Responsibility practices
- Excellent command of both spoken and written Thai and English
- An ability to work independently and collaboratively in a team
- An ability to work remotely and coordinate regular reporting and meetings with both ZSL and project partners
- Willingness to undertake considerable travel within Thailand and, occasionally, overseas.
- Strong commitment to creating a culture that lives ZSL values and commitment to safeguarding, equality and diversity (collaborative, inspiring, inclusive, innovative, impactful, and ethical)

Application Process

Applicants will need to submit a CV and cover letter addressing the selection criteria to sbf@zsl.org

Closing date for applications: Midnight (23:59) on 28 August 2023