



## MAX HAVELAAR BELGIUM SEARCHES FOR IMMEDIATE EMPLOYMENT

# PRODUCER RELATIONS OFFICER

**Engage yourselves for a better world** Fairtrade is an alternative approach to conventional trade and is based on a partnership between producers and consumers. Fairtrade offers producers a better deal and improved terms of trade. This allows them the opportunity to improve their lives and plan for their future. Fairtrade offers consumers a powerful way to reduce poverty through their every day shopping. When a product carries the FAIRTRADE Mark it means the producers and traders have met Fairtrade Standards. The Standards are designed to address the imbalance of power in trading relationships, unstable markets and the injustices of conventional trade.

The prime objective of Max Havelaar as a development organization and as a member of Fairtrade International is the creation of access to our market for producers from the global South. As our colleague 'producer relations officer' you will play a key role in bridging producer interests and our the interests of our market partners (Belgium and Holland). This you will do through translating producer needs and objectives into market opportunities and through engaging producer organizations to maximally take advantage of market trends and opportunities. You will be part of a five membered international team in collaboration with both Belgian and Dutch 'producer relation' colleagues. Your area's of expertise are coffee and cocoa production and supply chains.

### Job description

- You will develop expertise and share knowledge in various product categories, in particular in coffee and cocoa. Your first hand knowledge about producers is built up via a direct contact with producer organizations, international Fairtrade liaison officers, producer networks and our international head office FLOeV.
- You will play a key role in stakeholder management. Your key external stakeholders are any one in need of information (impact, challenges faced by producers, product availability) with respect to trade as a development approach. This includes companies engaged with Fairtrade, partner NGOs and other actors active in development cooperation, universities, campaigners, media actors etc.
- You will be actively involved in the organization of producer visits (to and from the South) in function of creating market access for farmers.

### Knowledge, skills and work spirit

- You have the drive and the motivation to realize positive change for producers via Fairtrade.
- You have developed generic knowledge of developmental issues through your educational and your experience. You have minimum 10 years experience in working with producer organizations in the global south.
- You have experience with commodity trading. Experience in coffee and/or cocoa supply chains is a plus.
- You are result oriented with strong interpersonal skills and have the ability to establish a good working relationship with a broad range of people.
- You have commercial feeling.
- You have the ability to analyze and explain complex information concisely.
- You are very service minded, proactive and pragmatic.
- You are able to work with multiple deadlines and priorities.
- You are fluent in French, English and Spanish (both written and spoken) and willing to learn Dutch.

### Our offer

An interesting function in an area in full expansion and for an international organization. A pleasant working environment with 15 enthusiastic colleagues. A fulltime contract, salary in line with NGO conditions, 100% reimbursement of public transportation, meal vouchers, hospital insurance and pension plan. Information and application with motivation letter before February 20th, 2012 to Els De Mol: [els@maxhavelaar.be](mailto:els@maxhavelaar.be). More information: [www.maxhavelaar.be](http://www.maxhavelaar.be) and [www.fairtrade.net](http://www.fairtrade.net)

Fairtrade Max Havelaar Belgium vzw / asbl

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