



Social Enterprise Business Advisor

in partnership with

Lao Coca-Cola Bottling Co Ltd

VFI is seeking a full time Business Advisor (BA) to support a partnership with Lao Coca-Cola Bottling Co Ltd, focusing on VFI's Green Earth Centre in Salavan Province and VFI's Dream Weaver enterprise in Pakse. Bases of operation will be southern Laos and Vientiane.

Business Development and Marketing Planning :

The BA will lead a process of 1) village-based product identification, 2) market research & analysis, 2) processing and packaging options, 3) distribution networks in Laos and the region, and 4) planning for improved consolidation and market positioning.

Minimum Qualifications:

- Advanced communication (writing and speaking) skills in Lao and English
- Education in related field
- Experience conducting business planning and market research with proven results
- Experience working with business or social enterprise in Laos
- Availability to live and travel in field sites & ability/interest to engage directly with farmers
- Knowledge/experience of bringing raw farm products to market, processed & packaged
- Ability to work well with / guide (both in person and from a distance) a local team

Additional Desired Qualifications:

- Lao or possibly a qualified young expatriate with outstanding Lao language skills and experience
- Demonstrated interest experience in social enterprise development
- Experience with NGO or hybrid social enterprises attractive but not required

Send CV to Bibee at bibee_learn@yahoo.com or kongseng@villagefocus.org at VFI or to the following address by 27 **June 2014**:

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