



Founded in 2006, One Acre Fund supplies 1 million smallholder farmers with the agricultural services they need to make their farms vastly more productive. Our 8,000+ team is drawn from diverse backgrounds and professions. With operations across six core countries in Africa, we make farmers more prosperous by providing quality farm supplies on credit, delivered within walking distance of farmers' homes, and agricultural training to improve harvests. On average, the farmers we serve harvest 50 percent more food after working with One Acre Fund.

To learn more about our work, take a look at our [Why Work Here](#) blog for more information.

1. JOB TITLE: Carbon Projects Specialist (Fixed-Term)

Job Location: Iringa, Tanzania

Benefits: Health insurance, paid time off

Contract Duration: 1 year

Eligibility: This role is only open to citizens or permanent residents of Tanzania

Application Deadline: 28 September 2024

About the Role

As a Carbon Credits Specialist, you will oversee the execution of One Acre Fund's Carbon Credits program across designated villages while driving impact, financial sustainability and customer service. The main purpose of this role is to lead the enrollment and qualification of farmers into the program, to manage the collection

and analysis of high quality data for certification, and carbon credits measurement and sales.

You will report to the Carbon Credits Associate, and you will directly manage 2 - 4 Coordinators, and indirectly manage Carbon Credits Supervisors and Officers. Altogether, your team will manage between 100 - 150 Carbon Credits villages.

Responsibilities

- Enroll and qualify farmers into the carbon program by creating and implementing a marketing strategy
- Distribute high quality seedlings, and create strategies to achieve high planting and seedling survival rates by following best field practices
- Develop training content for all our program milestones and ensure their implementation and knowledge retention on the field
- Design qualitative and quantitative tools to collection and analyze data for all program activities, including program certification. Champion data quality.
- Ensure your team meets their performance expectations by setting goals and creating development plans. Co-create their work plans, and track their performance using a Performance Management System during weekly check-ins and feedback sessions.
- Maintain and foster relationship with the local government
- Promote financial sustainability for your villages
- Foster an excellent team culture

Career Growth and Development

We have a strong culture of constant learning and we invest in developing our people. You'll have weekly check-ins with your manager, access to mentorship and training programs, and regular feedback on your performance. We hold career reviews every six months, and set aside time to discuss your aspirations and career goals. You'll have the opportunity to shape a growing organization and build a rewarding long-term career.

Qualifications

Across all roles, these are the [general qualifications we look for](#). For this role specifically, you will have:

- Bachelor's degree in forestry, agroforestry, agronomy, economics, project management, or similar areas
- 2+ years of experience implementing agriculture, agroforestry, forestry or carbon credits programs, or agroforestry, forestry, environmental, or community development projects
- Team and stakeholders management experience
- Project management experience
- Data collection, cleaning and analysis using data analysis software
- Business proficient in Swahili and English

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2. JOB TITLE: Agricultural Impact Senior Manager

Job Location: Iringa, Tanzania (On-site)

Benefits: Health insurance, housing, and comprehensive benefits

Eligibility

One Acre Fund can support a work permit for this role. However, nationals of (or those with an extensive professional background and work history in) our countries of operation are preferred.

Application Deadline: 15 October 2024

About the Role

You will lead agricultural strategy from R&D to program improvements to maximize the Social Return on Investment (SROI) and lead transformative agricultural impact. This involves evaluating and scaling agricultural practices, products, and services, informed by client needs and market trends. You will roll out and scale impactful interventions and encourage adoption through your expertise in extension and behavior change strategies. You will report to the Country Director and help enhance our impact at scale.

Responsibilities

- **Ag Product & Service R&D:** You will lead the development and testing of sustainable agricultural practices to improve yields and you will oversee trials assessing new products, services, and practices to ensure they contribute to our impact strategy.
- **Market and Product Strategy:** You will analyze market needs and farmer behaviors to shape new product strategies and marketing campaigns.
- **Product Development:** You will lead product development from concept to market launch, aligning with farmer needs and government priorities while addressing adoption barriers.

- **Extension and Training Program Leadership:** You will design and scale extension services to provide impactful training on advanced farming methods.
- **Annual Impact Results Analysis, Impact Modeling & Strategy:** You will work with the MEL Lead and Global Impact team to create and refine impact models, ensure data collection and analysis, and update impact strategies based on feedback and performance across different crops.
- **Partner Engagement:** You will build relationships with global teams, public and private sector partners to align strategies with national priorities.

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Qualifications

Across all roles, these are the [general qualifications we look for](#). For this role specifically, you will have:

- 5+ years experience of work experience in Ag Product & Service R&D, extension, SBC, research, or marketing.
- Experience with Stata / R and Excel (can perform complex functions and create graphs)
- Postgraduate Degree in Agriculture, Agricultural Systems, Agronomy, Agricultural Economics, Development Studies, or related fields preferred, but is not strictly required.
- Fluency in English is required. Fluency in Kiswahili is not required, but an added advantage

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3. JOB TITLE: Financial Advisory Service Specialist

Job Location: Iringa, Tanzania

Benefits: Health insurance, paid time off

Eligibility

This role is only open to citizens or permanent residents of Tanzania

Application Deadline: 20 October 2024

About the Role

The Finance Advisory Services (FAS) team is a dedicated group of in-country and global associates. We serve as trusted advisors to organizational leadership teams, specializing in financial strategy and sustainability. We guide company-wide budgeting, strategic planning, and financial reporting functions. Our ultimate aim is to ensure financial sustainability, and enhance our overall impact.

As the FAS Specialist, you will collaborate with the Global Finance team to support the Tanzania program on financial and tax compliance, financial reporting and financial analysis. You will report to the Global Finance and Strategy Manager.

Responsibilities

- You will conduct monthly revenue reconciliations and ensure tax filings align with management accounts
- You will lead tax compliance
- You will manage Tanzania Revenue Authority (TRA) relationships and provide tax law training to teams
- You will support monthly Budget Variance Analysis (BVA) reporting
- You will prepare financial models to support decisions
- You will provide support during external and tax audits

Career Growth and Development

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Qualifications

Across all roles, these are the [general qualifications we look for](#). For this role specifically, you will have:

- 2+ years work experience in accounting, consulting or finance analysis
- Bachelor's degree in Finance or another related field
- Understanding of the Tanzania taxation law

- Skills in Excel (can perform complex functions)
- Language: English and Swahili

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4. JOB TITLE: Market Access Associate (Fixed-Term)

Job Location: Iringa, Tanzania (Onsite)

Benefits: Health insurance, paid time off

Contract Duration: 2 years (Renewable up to 5 years)

Eligibility

This role is only open to citizens or permanent residents of Tanzania

Application Deadline: 24 October 2024

About the Role

You will develop market access strategies, connecting youth farmers to value chains, and facilitating systems change to enhance climate and economic opportunities for them with a focus on women. Your role will involve research, partnership development, due diligence, certification processes, and farmer training to achieve defined scale targets over five years. You will report to the Country Director.

Responsibilities

- **Market Access Strategy & Implementation:** Develop and implement market access strategies for farmers in the fruit, nut, and spice sectors.
- **Research & Pipeline Development:** Research and identify promising products and partners for farmers; manage a research database and monitor market trends.
- **Partnership Development & Due Diligence:** Identify and vet potential SMEs and partners to ensure they meet value chain needs.
- **Certification & Compliance:** Establish crop certification processes and ensure farmers meet these standards with training and support.
- **Farmer Training & Aggregation:** Train entrepreneurs for aggregation and facilitate connections with off-takers; enhance farmer training for adoption.

- **Monitoring & Evaluation:** Analyze data to track progress and outcomes; maintain systems for data collection and generate market reports.

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Qualifications

Across all roles, these are the [general qualifications we look for](#). For this role specifically, you will have:

- Graduate degree in business administration, marketing, agriculture, or a related field.
- At least 2 years of experience in business development, market access, product development, product certification (e.g., Global GAP), and value chain development in fruits, nuts, and spices.
- Connections with main players in commercialization, including buyers, processors, and SMEs, are advantageous.
- Excel (can build financial models) or Google Sheets.
- Understanding of the Tanzanian agricultural landscape, market dynamics, and farmer behaviors.
- Travel flexibility across Tanzania, including prolonged stays in rural areas.
- Proficiency in Swahili and English.

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