

Project Lead Market Development

You are passionate about authentic food products and sustainability? You want to contribute to food systems change? You love international environments and working in small, but highly dynamic teams? Then we might be what you are looking for:

The Biodynamic Federation – Demeter International (BFDI) is the international organization of the Demeter community and the global biodynamic movement. Our work is dedicated to developing biodynamic agriculture globally and to protect and develop the Demeter trademark and brand.

BFDI is organized as an umbrella association and serves 48 member associations in 36 countries across the world – all of whom are working enthusiastically for sustainable agriculture and food system transformation. BFDI also works directly with about 400 agricultural producers and food processors worldwide for whom it provides certification services. The Demeter brand is used by more than 7000 certified farms in 62 countries worldwide.

The Federation is registered as an association in Germany with an international team of 16 people working from 7 different countries. It is responsible for the administration and protection of the Demeter trademark; development of the brand; setting and certifying according to the International Biodynamic Standard; quality assuring certifying organizations; and international market and value chain development. The Federation also works in political advocacy, public relations and biodynamic training, research and advisory.

We are seeking to recruit a new Project Lead responsible for

Market and Value Chain Development, at 80% to 100% of a full time position (32 to 40 hours)

Your responsibilities

- you work to promote and expand the Demeter market and sales in various countries
- you develop international value chains and link producer groups with food processors and sales partners
- you coordinate offer and demand for raw materials and develop strategic projects to balance these
- you foster fair and transparent business relationships among Demeter partners
- you act as key account for our most important retail partners
- you support the development of local markets in BFDI members countries where the Demeter brand is not yet well established
- you foster transparent and fair business relationships
- you conceptualize and lead projects in market development and marketing and support fund raising for these
- you work in collaboration with our national member associations

- you think and work interdisciplinarily and holistically and as an integral part of our executive team, liaising in particular with our certification and communication departments

Your profile

- you hold a university degree in business, economics, agricultural economics or comparable fields
- you have significant work experience in value chain development, sales, marketing or related fields in the food sector
- you have solid knowledge of organic markets and value chains
- you have strong communication and negotiation skills and know how to handle and nurture business relationships between diverse business partners
- you have international work experience and very good intercultural communication skills
- you can think strategically, work independently and are a team player
- you speak English and German at professional level; additional language skills, eg in Spanish, French, Italian would be an asset
- you are a dedicated service provider and ready to support our diverse membership
- you are available for business travel
- experience in associational work is an asset
- you identify with biodynamic values

What can you expect from us

- a motivated team with enthusiasm for sustainable agriculture and food
- Purpose and meaningful tasks in exciting and diverse fields of activity with partners across the globe
- flexible working hours and remote work possibilities; ideally, you are based in one of our physical offices that are located in Darmstadt (Germany), Colmar (France) and Brussels (Belgium)

Does this sound intriguing? Then please send your application, including your salary expectation and earliest date of availability to Jean-Marie Defrance, Head of Finance and Administration: jean-marie.defrance@demeter.net