

Curriculum Vitæ - Hildagard Okoth

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Personal Profile

A highly experienced and motivated agribusiness professional with more than 8 years' experience in agriculture project. Possess a track record in concept development, facilitation of multi-stakeholder processes in agri-food sector as well as knowledge development. A trained gender in agriculture value chains expert with a passion to empower youth and women.

Education

2005-2008	Makerere University , Kampala Bachelor's Degree in Agribusiness Management
	Ntinda View Collage, Kampala
2003-2005	Certificate- Advanced Secondary School Education
	Moil Girls Isinya Secondary School
1999 - 2002	Certificate – Ordinary Level Secondary School Education

Work Experience

May 2020 -To
date

Agribusiness Advisor

Rikolto Tanzania

- Coordinate the Arusha food smart city programs through supporting food actors in Arusha to develop sustainable, inclusive, fair and resilient food systems
- Facilitate multistakeholder processes through the Arusha Sustainable Food systems platform that collectively contribute towards food systems transformation
- Build and maintain relationship with food actors in Arusha including the government, NGOs, private companies and agribusinesses
- Coordinate a youth incubation project that encourages and support young men and women to engage in agribusiness and facilitate linkages access to knowledge, networks and finance
- Contribute towards fund raising activites of the food smart city program through concept development and proposal writing

Jan 2018 – to
date

Network Facilitator ,

AgriProFocus Tanzania

- Identifying strategic partners and develop engagement strategies based on priority areas: CSA, youth, horticulture and inclusive agribusiness.
- Identifying project development opportunities and calls for proposals. Develop concept notes to donors and partners in response to the opportunities.
- Representing AgriProFocus in relevant partner events both locally and internationally with keen interest in building the country network.
- Worked with Country Coordinator and international business development team in developing new business.
- Provides coordination, management and development of business planning activities.
- As part of country management team, provided input on strategic matters in relation to country network management, strategy, ME&L and project management.
- Facilitating and strengthening the learning agenda and the learning process within the AgriProFocus Country Network such a Gender in Value chains, Dairy and poultry learning labs, and soil fertility management
- Support the learning and the exchange of knowledge and experience in a multi-stakeholder network for sustainable farmer entrepreneurship, in agric food value chains.
- Building & and maintaining relationships, partnerships, platforms, innovation communities;
- Coordinating the growth and development of innovation communities such as youth, dairy, horticulture and soil fertility.

July/2015-

Dec 2017

Network Assistant

SNV/AgriProFocus Tanzania

- Moderating and ensuring the online platform for AgriProFocus Tanzania is updated with news, information on events and all issues related to AgriProFocus and Agribusiness
- Promotion of the AgriProFocus network and network events with the media and other platforms
- Responsible for organizing and facilitating workshops and training on Gender in value chains
- Conducted gender value chain analysis for selected value chains such as sunflower value chain in the Southern Highlands of Tanzania
- Relationship building and partnership management with relevant stakeholders
- Facilitating innovation communities to co-create solutions for common shared problems.
- Coordinating and organizing business brokering events as well as learning and debate activities such as finance fairs, learning labs
- Collection of M&E information and data using AKVO mobile surveys with regard to results of Agri - Business linkages and networking events and activities
- Recruitment of consultants through preparing terms of reference as well as adhering to SNV's procurement procedures

March/2013 **Agriculture Manager**
July/2015 **Ongeza Tanzania**

Manage the agriculture products and services in the company's portfolio. This includes selecting suitable products, services and suppliers, managing supplier relationships, training the sales team and customers on the products and services, and creating all necessary marketing and training materials. Selected contributions include;

- Established a distribution model for seeds and fertilizer in the rural areas
- Conducted Human Centered Design to create input bundled services and products that meets the needs of rural Tanzania farmer's in Babati and Singida
- Conducted and put up demonstration plots to showcase good agriculture practices using hybrid seeds and fertilizer
- Designed and implemented (through training farmers) best agriculture practices for Maize, Sorghum, Millet, Sunflower, and Pigeon Peas
- Developed and implemented a scalable and cost effective way to train small holder farmers in rural areas through recruiting lead farmers who is competent and able to train others
- Designed a credit scheme for fertilizer to help small holder farmers get access to fertilizer
- Trained 15 sales officers on selling techniques for seeds and fertilizer •
- Established and maintain a relationship with seed and fertilizer companies and distributors such as SeedCo Tanzania, Kibo Trading, Bytrade Tanzania.
- Designed and implemented a database to maintain a relationship with seeds and fertilizer customers as well as prospects

August/2010 **National Sales Manager**
February /2013 **KickStart International, Dar es Salaam, Tanzania**

Major roles of the position was to recruit, train and supervise 40+ sales Representatives and Regional Mangers. Foster an environment in which customers enjoy high levels of service and employees are motivated to deliver top performance. Selected contribution include;

- Rolled out Referral Program aimed at marketing KickStart MoneyMaker pumps using loyal customers to ensure repeated customers.
- Managed, mentored and coached the sales team to help them meet their targets
- Worked with the Project Manager and the Country director to implement different donor funded activities aimed at increasing the usage of Moneymaker pumps
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