

# **SHORT-TERM CONSULTANCY CONTRACT: SUSTAINABLE FINANCE ORIGINATOR CLIMATE SMART AGRICULTURE IN BRAZIL**

## **BACKGROUND**

The CGIAR Research Program on Climate Change, Agriculture and Food Security (CCAFS) is led by the Alliance of Bioversity International and the International Center for Tropical Agriculture (CIAT), one of the 15 research centers of CGIAR. We bring together the world's best researchers in agricultural, climate and earth science to deliver innovative research-based solutions that catalyze positive change towards low-carbon and climate resilient food systems.

CCAFS considers sustainable finance as a key lever for change in the sustainability agenda and a crucial driver to support the transition to sustainable and climate resilient food systems and landscapes. Greater engagement on sustainable finance will contribute to reducing poverty, improvements in food and nutrition security and protection and regeneration of natural resources and ecosystem services. To that end, we work with governments, international financial institutions, asset owners, asset managers and corporates to help reorient and leverage capital flows towards innovative investments in sustainable food systems.

This is a key growth area for CCAFS, as we receive greater demand from public and private investors for our cutting-edge research, advisory services, global operational capacity and innovation focus. We focus on providing innovative science-based solutions that drive sustainable economic growth while delivering positive climate and development outcomes. Our main areas of work on sustainable finance focus on:

1. Develop innovative investment solutions for sustainable food systems
2. Provide advisory services to ensure that investments in food systems achieve sustainable development and positive climate impact
3. Develop cutting-edge research on the intersection between sustainable finance and sustainable food systems

As part of on-going advisory work, we are looking for an individual with investment and finance background to assist with market research and pipeline building. This work aims to develop a pipeline of climate smart agriculture (CSA) business models in food systems across Brazil to support investment matchmaking. Pipeline development should focus on upstream (sustainable intensification of production). This may include sustainable livestock, landscape restoration, agroforestry and other types of sustainable agriculture and food supply chains, including activities leading to soil carbon sequestration etc. Results will inform financial institutions, impact investors and private companies about promising business models and investment opportunities in Brazil that contribute to large-

scale impacts (climate change mitigation, climate change adaptation and improved productivity amongst others).

Specifically, she/he will focus on:

### RESPONSIBILITIES:

Activities	Deliverables	Frequency
Support CCAFS to develop a pipeline of potential investees that can be matched to impact investors by sourcing investment opportunities, developing business cases and preparing investment memorandums for climate-smart agriculture (CSA) business models in food systems.	“Live” database of potential investments, which will be discussed amongst the project team on an on-going basis.	Bi-monthly
Identify CSA project and business models: Interviews and reviews to map out cases across the region on: sustainable livestock, landscape restoration, agroforestry and other types of sustainable agriculture and food supply chains	Database is expected to consist of at least 8 potential deals over the duration of the project	Bi-monthly
Validation (or refutation) of investment strategy of promising investment opportunities (i.e. if there is a market need for the investment instruments envisioned and sufficient demand).	Case-by case report of investment strategy fit of most promising deals (4 assessment in total).	Case-by-case assessed monthly
Validation (or refutation) of the impact thesis of promising investment opportunities (i.e. is there a potential for a substantial and measurable impact with the envisioned investment strategy). Technical input on CSA will be provided by CCAFS scientists and researchers.	Case-by-case report of impact assessment of most promising deals (4 assessments in total).	Case-by-case assessed monthly
Support project teams to disaggregate problems and provide innovative solutions through close collaboration with the project team by diagnosing bottlenecks.	The consultant is expected to attend bi-monthly (at a minimum) meetings with the project team.	Bi-monthly
Support CCAFS scientists and researchers to characterize projects and business models based on climate smartness and mitigation potential of business models. Technical input on CSA will be provided by CCAFS scientists and researchers to support the consultant.	Monthly case-by case support provided to prioritize database and select 4 most promising investment opportunities CCAFS scientists and researchers.	Case-by-case support

Long-list of potential investment enterprises complimented with a 'Deal Book' of ~4 that match the thesis of the proposed project. The final 'Deal Book' of ~4 will include an investment memorandum report for each.	Long-list of potential investments (~8 enterprises), "Deal Book" of ~4 most promising investment opportunities	Final report
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The analysis will be summarized in a final deliverable in the form of a final report, complemented by a database of potential investees and a 'Deal Book' of the most promising investment opportunities.

## THE CANDIDATE SHALL HAVE THE FOLLOWING COMPETENCIES, SKILLS AND EXPERIENCE

- Advanced degree in Economics, Finance or Business Administration required
- Minimum 7 years working experience at international level in the area of sustainable finance, climate finance and/or impact investing or in the commercial sector closely related to the topic
- Minimum 3 years working experience in the Brazil finance and / or investment sector, with direct experience advising / working for an impact investor / asset manager in a deal origination role strongly preferred
- Strong understanding or interest in impact investments, including for low-carbon and climate resilient food systems
- Sound experience working with asset owners, asset managers, corporates, public & private donors etc.
- Solid knowledge of innovative financial instruments in sustainable land use and climate smart food systems
- Good understanding of agricultural systems and climate related challenges in developing countries, and how environmental and social issues relate to business risks and opportunities
- Intellectually curious and business-driven to deliver innovative and high impact results to clients
- Critical thinker able to analyse complex information and produce high quality work products in an easy-to-understand manner
- Exceptional attention to detail and organizational skills
- Ability to work both independently and in a team-oriented, collaborative and decentralized environment, and operate under tight deadlines
- Solid knowledge of Microsoft Office, with advanced Power Point/presentation skills
- Excellent written and oral communication skills in English and Portuguese; a third language (Spanish) is strongly preferred

## TERMS OF EMPLOYMENT

This consultancy call is globally recruited. It will be hosted by the Alliance of Bioversity International and CIAT and funded by CCAFS. It will be based in Brazil and homebased work may be considered.

The consultancy contract will be for a maximum of a 4-month period (April/May 2021 – July/August 2021). We offer a challenging position with remuneration commensurate with experience, high degree of independence and a very flexible and multicultural working environment. The candidate will report to Alberto Millan (Global Lead, Sustainable Finance).

## HOW TO APPLY

Applications should be submitted before April 9, 2021 to Ciniro Costa Junior ([c.costair@cgiar.org](mailto:c.costair@cgiar.org)). All applications must include curriculum vitae, cover letter, salary expectations (USD monthly salary expectation) and contact information of three professional referees who may be contacted. Please note that applications that do not include all the information described above will not be considered. Only short-listed candidates will be contacted.