



Partnerships & Business Development Consultants, Angola (2)

Locations

Consultant 1: Covering Huila and Cunene provinces

Consultant 2: Covering Benguela and Cuando Cubango provinces

KickStart International is an award-winning global nonprofit social enterprise that develops and markets affordable irrigation technologies to help smallholder farmers increase productivity and improve their livelihoods.

We are seeking to engage **two qualified consultants** to support the implementation of our partnership and business development activities under the MOSAP III project in Angola.

Consultancy Purpose

The consultants will support the expansion of KickStart's partnerships and sales activities within their assigned provinces by working closely with distributors, private sector partners, farmer organizations and other stakeholders. The assignment will contribute to increasing access to irrigation technologies for smallholder farmers across Angola.

The consultants will be responsible for:

- Supporting implementation of project activities within assigned provinces.
- Building and maintaining relationships with dealers and strategic partners.
- Conducting field marketing, training and product demonstrations.
- Supporting sales growth through partnerships and distribution networks.
- Collecting field data and preparing activity reports.
- Representing KickStart during stakeholder engagements within the assigned areas.

Duration

12-month consultancy assignment, subject to satisfactory performance and project requirements.

Reporting

The consultants will work under the technical guidance of the Southern Africa Regional Hub Head of Partnerships and in close collaboration with KickStart's local distribution partner.

Interested candidates should submit their application letter and CV to: recruitment.angola@kickstart.org, quoting "Partnerships & Business Development Consultant – Angola" and preferred location in the subject line, by 27 July 2026 at 5:00 p.m. Angola Time.

Terms of Reference: Partnership and Business Development Consultants (2 Positions)

Project: MOSAP III – Angola

Organization: KickStart International

Location: Angola

- Consultant 1: Huila and Cunene Provinces
- Consultant 2: Benguela and Cuando Cubango Provinces

Assignment Duration: Twelve (12) Months Fixed-Term Consultancy

Expected Level of Effort: Full-time consultancy assignment with approximately 70% travel within the assigned provinces.

1. Background

KickStart International is an award-winning global nonprofit social enterprise dedicated to developing and marketing affordable irrigation technologies that enable smallholder farmers to increase agricultural productivity, improve household incomes and build resilience against climate change. KickStart works through market-based approaches by strengthening private sector distribution systems, developing strategic partnerships and promoting sustainable access to productive agricultural technologies.

Under the MOSAP III Project in Angola, KickStart is expanding its partnership network to improve access to irrigation solutions through distributors, dealers, farmer organizations, financial institutions, government agencies and development partners.

To support project implementation, KickStart seeks to engage two experienced independent consultants to provide partnership development, business development and field implementation services within designated provinces in Angola.

2. Assignment Objective

The objective of this consultancy is to provide technical, partnership development and business development services that contribute to increased adoption and utilization of KickStart irrigation technologies in Angola.

The consultants will support implementation of project activities, strengthen strategic partnerships, increase market demand, facilitate dealer development and improve access to irrigation technologies for smallholder farmers.

3. Scope of Services

The consultant shall perform, but not be limited to, the following services:

A. Project Implementation

- Support implementation of all approved project activities within the assigned territory.
- Develop quarterly and monthly implementation plans.
- Ensure timely delivery of agreed project outputs.
- Coordinate field activities with project partners and stakeholders.

- Monitor implementation progress and recommend corrective actions where necessary.

B. Partnership Development

The consultant shall:

- Identify and map potential strategic partners.
- Develop partnerships with:
 - Government agencies
 - Farmer organizations
 - NGOs
 - Cooperatives
 - Financial institutions
 - Agricultural input suppliers
 - Private sector organizations
- Develop partnership engagement plans.
- Facilitate partnership meetings.
- Strengthen existing partnerships.
- Monitor partnership performance.

C. Dealer and Distributor Development

The consultant shall:

- Recruit and onboard dealers where necessary.
- Strengthen dealer capacity.
- Conduct dealer visits.
- Support inventory planning.
- Monitor stock availability.
- Ensure dealers have adequate promotional materials.
- Strengthen relationships between dealers and project beneficiaries.

D. Sales and Market Development

The consultant shall:

- Support implementation of sales campaigns.
- Conduct product demonstrations.
- Promote KickStart irrigation technologies.
- Identify new market opportunities.
- Support demand creation initiatives.
- Facilitate customer referrals.
- Track sales performance.
- Recommend market improvement strategies.

E. Farmer Outreach

The consultant shall:

- Conduct farmer awareness campaigns.
- Organize field demonstrations.
- Facilitate Farmer Field School activities.
- Support lead farmer identification.
- Train farmers on irrigation technologies.
- Promote climate-smart agriculture practices.

F. Capacity Building

The consultant shall:

- Train dealers.
- Train partner staff.
- Train farmer groups.
- Build capacity on:
 - Product knowledge
 - Irrigation practices
 - Sales techniques
 - Business development
 - Customer service
 - Marketing

G. Market Intelligence

The consultant shall:

- Conduct market assessments.
- Monitor competitor activities.
- Collect customer feedback.
- Identify emerging market opportunities.
- Identify barriers to technology adoption.
- Recommend interventions.

H. Monitoring, Evaluation and Reporting

The consultant shall:

- Maintain accurate field records.
- Collect project data.
- Verify project results.
- Support monitoring activities.
- Submit monthly reports.
- Prepare quarterly progress reports.
- Document success stories.
- Document lessons learned.
- Participate in review meetings.

I. Stakeholder Representation

The consultant shall:

- Represent KickStart at stakeholder meetings.
- Attend exhibitions.
- Participate in agricultural fairs.
- Attend county/provincial agricultural forums.
- Maintain positive stakeholder relationships.

J. Asset Management

The consultant shall:

- Safeguard all assets assigned.
- Maintain inventory records.
- Report loss or damage immediately.
- Ensure equipment is used only for project purposes.

4. Expected Deliverables

The consultant will be expected to deliver:

- Approved inception work plan.
- Monthly implementation plans.
- Monthly activity reports.
- Monthly partnership reports.
- Monthly sales reports.
- Dealer assessment reports.
- Farmer training reports.
- Demonstration reports.
- Market intelligence reports.
- Partnership database.
- Customer database.
- Quarterly progress reports.
- Final consultancy report.

5. Key Performance Indicators (KPIs)

Performance will be assessed against agreed indicators, including:

- Number of partnerships established.
- Number of active dealers supported.
- Number of dealer trainings conducted.
- Number of farmer trainings completed.
- Number of demonstrations conducted.
- Sales performance against targets.
- Number of beneficiaries reached.
- Quality and timeliness of reports.
- Stakeholder satisfaction.
- Compliance with project timelines.

6. Consultant Qualifications

The ideal consultant should possess:

Education

Bachelor's Degree in:

- Agribusiness
- Business Administration
- Sales and Marketing
- Agriculture
- Agricultural Economics
- Rural Development
- Or a related field.
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Experience

Minimum two (2) years' experience in:

- Partnership development
- Business development
- Sales

- Agricultural value chains
- NGO project implementation
- Rural market development
- Experience working with donor-funded projects will be an added advantage.

7. Competencies

The consultant should demonstrate:

- Excellent communication skills.
- Strong negotiation skills.
- Relationship management.
- Report writing skills.
- Presentation skills.
- Data analysis.
- Planning and organization.
- Problem-solving.
- Integrity.
- Ability to work independently.
- Excellent interpersonal skills.

8. Language Requirements

The consultant should be proficient in:

- Portuguese (mandatory)
- English (preferred)
- Any local Angolan language (an added advantage)

9. Reporting Arrangements

The consultant will report functionally to the Southern Africa Regional Manager and will work in close collaboration with KickStart's local distribution partner (CNOI) and the Global Institutions and Partnerships team.

10. Duration

The consultancy assignment shall be for a fixed period of twelve (12) months.

Any extension shall be subject to:

Satisfactory performance;

Availability of project funding; and

Mutual agreement between KickStart International and the consultant.

11. Consultancy Fee

The successful consultant will receive a professional consultancy fee payable in accordance with the Consultancy Agreement upon satisfactory completion of agreed deliverables.

Payments shall be subject to:

Submission of agreed reports;

Approval of deliverables; and

Compliance with the consultancy agreement.

12. Travel

The assignment requires extensive travel (approximately 70%) within the assigned provinces.

KickStart may reimburse approved travel and accommodation expenses incurred while undertaking authorized project activities in accordance with the Consultancy Agreement and applicable project policies.

13. Resources

KickStart may provide project-related resources required for implementation, including promotional materials, demonstration equipment, communication tools and other approved project assets. All such assets remain the property of KickStart International.

14. Confidentiality

The consultant shall maintain strict confidentiality regarding all information, documents, data, methodologies and intellectual property obtained during the assignment and shall not disclose such information without prior written authorization from KickStart International.

15. Conflict of Interest

The consultant shall disclose any actual or potential conflict of interest before and throughout the assignment and shall not undertake activities that may compromise the interests or reputation of KickStart International.

16. Independent Consultant Status

This assignment constitutes an independent consultancy engagement.

Nothing contained in these Terms of Reference or any resulting Consultancy Agreement shall be construed as creating an employer-employee relationship, partnership, joint venture or agency relationship between KickStart International and the consultant.

The consultant shall determine the manner and means of performing the services while meeting the agreed deliverables and timelines.

17. Tax Obligations

The consultant shall be solely responsible for all taxes, statutory obligations, licences and other legal requirements arising from the consultancy fees received under this assignment, unless otherwise provided in the Consultancy Agreement.

18. Termination

Either party may terminate the consultancy by providing thirty (30) days' written notice or in accordance with the termination provisions set out in the Consultancy Agreement.

KickStart International reserves the right to terminate the assignment immediately in the event of fraud, misconduct, breach of confidentiality, conflict of interest, poor performance or any material breach of the agreement.

19. Application Procedure

Interested consultants should submit:

- A cover letter;
- A detailed Curriculum Vitae (CV);
- Copies of relevant academic and professional certificates; and
- Contact details of at least three professional referees.

Applications should be submitted to recruitment.angola@kickstart.org, quoting "Partnership and Business Development Consultant – Angola" in the subject line and preferred location, no later than 27 July 2026 at 5:00 p.m. Angola Time.

KickStart International is committed to equal opportunity and encourages qualified consultants, regardless of gender, age, disability or background, to apply.