

Recruiting: Project Lead – Data Services

About Meridia

Accurate farm and traceability data are critical for businesses to comply with ever-stricter compliance regulations and deliver upon sustainability commitments. At the same time, most smallholders continue to struggle to earn a living income, fueling the deforestation and biodiversity crisis. Reliable field data is needed to drive the transformation toward confronting these challenges.

That's where Meridia comes in. Since 2015, Meridia offers field data solutions for smallholder supply chains to accelerate the achievement of full traceability in supply chains, enabling living income, and supporting regenerative agriculture, currently in Ghana, Ivory Coast and Indonesia.

See <https://www.meridia.land> for more information on our work.

The Role

The Project Lead - Data Services is responsible for the successful acquisition and implementation of projects at Meridia, contributing to superior client satisfaction and company growth. The Project Lead is able to smoothly navigate and engage clients, teams and partners at all levels. The Project Lead is a key sparring partner, both internally and externally, and skillfully represents Meridia to the outside world.

The Project Lead - Data Services is dedicated to the following Meridia products:

- [Meridia Verify](#): Data quality verification software for supply chain traceability and regulatory compliance
- [Meridia Survey](#): Software for structured, accurate and compliant farm mapping and field data collection

You will be based in the Netherlands and will also work closely with our teams in all of Meridia's countries of operations (Ghana, Indonesia, Ivory Coast and Lithuania). You will report to the CEO in the Netherlands.

Responsibilities

The Project Lead has the following areas of work and responsibilities:

Project Execution

- Leading the timely execution of Meridia's Survey and Verify projects for clients, in line with contract terms and deliverables
- Financial oversight and financial review of projects and project budgets
- Composing, building and strengthening the project teams in terms of skill sets, clarity on roles and accountabilities and effective communication within the project team
- Project reporting within Meridia and towards clients
- Contributing to the continuous improvement of Meridia's project management and execution tools and frameworks

Business & Product Development

- Identifying and engaging current and new clients in exploring opportunities for Survey and Verify products.
- Originating and developing leads into signed contracts for Survey and Verify products.
- Maintaining up-to-date on market information on trends, stakeholders, legislation and private sector activity, particularly as it relates to Meridia's Verify and Survey products. Analysing this information for input towards strategy development and product development at Meridia
- Building and maintaining relationships with stakeholders in the field, such as (potential) clients, execution partners, government parties.
- Responsible for translating market developments and client feedback into input for product strategies and product development; (co-) development of project concepts and collaborations

Learning and Development

You will be engaged in on-the-job training and development to gain knowledge about commodity traceability, smallholder data and the various stakeholders, laws and regulations that influence this sector. You will be mentored by our co-founder and CEO as well as by senior management in The Netherlands.

The ideal candidate has/is

- 5+ years of professional experience working with first mile AgTech software products, GIS software, data collection, land rights, sustainability and/or commodity supply chains.
- A pro-active attitude, able to switch and prioritise between day-to-day tasks, and building a long-term product strategy.

- Proven track record in project management for complex multi-year, multi-stakeholder projects, an expert in managing and structuring project data, information and knowledge.
- Experience in business development and account management, preferably in the food and agri industry.
- Rigorous problem solving and analytical skills; Ability to effectively and efficiently collect, organise and analyse data from multiple sources.
- Strong communicator, comfortable engaging stakeholders and partners at various levels
- Experience and network in one of the following commodities is an asset: cocoa, coffee, palm oil, rubber.
- Experience with working across different cultures and continents
- Fluent in English; Proficiency in French and/or Dutch are an asset
- Non-EU applicants based in The Netherlands: the candidate has the necessary permits to work in the Netherlands

The benefits package includes

- Market rate salary commensurate with your skills and competencies
- Four-day work week, hybrid way of working with office days in Amsterdam
- Being part of a fast-growing impact venture with an informal, professional work culture
- A computer or laptop for work

Apply!

Applications will be processed on a rolling basis until April 16th 2023. Please apply by submitting your details: <https://podio.com/webforms/12899533/879652>.

The ideal starting date is June 2023.

If you have any questions, feel free to reach out to thomas@meridia.land and jobs@meridia.land for more information about this position.