



Hiring of
Consultant – Value Chain Development (Consultancy Basis)
Smallholder Agribusiness and Resilience Project (SARP)
Ministry of Agriculture, Lands, Livestock and Irrigation

The Smallholder Agribusiness and Resilience Project (SARP) implemented by the Ministry of Agriculture, Livestock, Lands and Irrigation and jointly financed by the International Fund for Agricultural Development (IFAD) and Government of Sri Lanka is for a period of 6 years (2021 to 2027). This Project (SARP), aims to build resilience and market participation of 40,000 rural households in the climate change-affected districts of Anuradhapura, Vavuniya, Matale, Mannar, Puttalam and Kurunegala, which would be establish a dedicated Project Management Unit (PMU) at central level and two regional hubs for the implementation. Total project finance value is USD 59.57 Mn.

Consultant – Value Chain Development (Consultancy Basis)

A Brief Job Description:

The Consultant – Value Chain Development will provide strategic leadership and technical oversight for the planning, implementation, coordination, and monitoring of all value chain interventions under the project. The role is responsible for enhancing the competitiveness, productivity, market access, and sustainability of selected agricultural value chains. This will be achieved through effective engagement with public and private sector stakeholders, producer organizations, financial institutions, and service providers.

General Conditions:

- Age Limit – Below Sixty-four (64) years on the closing date of application.
- All appointments will be initially for a period of one year and extension of services will be based on successful performance.
- Employees are required to travel to project sites depending on the need.
- Working experience in the foreign funded projects in Sri Lanka is preferable
- Proficiency in English, Computer Literacy and familiarity with government rules and regulations.
- Short listed applicants based on qualifications and experience will be called for the interview.

Location:

Project Management Unit is located in Battaramulla and the Hub offices are located in Nikawaratiya and Madawachchiya. However, traveling to project locations are involved frequently.

APPLICATIONS:

All applicants are requested to forward their applications together with Curriculum Vitae with two non-related referees and copies of all the certificates attached, under registered post to the address given below on or before **13th July 2026**.

- Applicants currently in government/ semi government services should forward their applications through their respective Head of Departments.
- Applied post should be clearly stated **on the top left – hand corner** of the envelope containing the application.
- The decision of the Secretary, Ministry of Agriculture, Livestock, Lands and Irrigations is final and conclusive on the above recruitments.

Address for Applications

**Project Director,
Smallholder Agribusiness and Resilience Project,
No. 2/2/1, Kandewaththa Road, Pelawaththa, Battaramulla.**

For more information, please visit [www.sarp.lk](https://sarp.lk). (<https://sarp.lk/vacancies>)

**Project Director
Smallholder Agribusiness and Resilience Project
No. 2/2/1, Kandewaththa Road, Pelawaththa, Battaramulla.
email: procurementsarp@gmail.com Phone: 0112770998**

28th June 2026

Terms of Reference (TOR)

Consultant – Value Chain Development (Consultancy Basis)

1. Background

The Smallholder Agribusiness and Resilience Project (SARP), jointly financed by the International Fund for Agricultural Development (IFAD) and the Government of Sri Lanka, aims to build the resilience and market participation of 40,000 rural households in the climate change-affected districts of Anuradhapura, Vavuniya, Matale, Mannar, Puttalam, and Kurunegala. This objective is achieved through capacity building for climate resilience and inclusive value chains, together with investments in climate-resilient infrastructure, including last-mile infrastructure.

The Ministry of Agriculture, Livestock, Land & Irrigation is the Lead Programme Agency and has established a dedicated Project Management Unit (PMU) at the central level and two Regional Hub Offices for the implementation of SARP.

2. Scope of Work

The Consultant – Value Chain Development will provide strategic leadership and technical oversight for the planning, implementation, coordination, and monitoring of all value chain interventions under the project. The role is responsible for enhancing the competitiveness, productivity, market access, and sustainability of selected agricultural value chains. This will be achieved through effective engagement with public and private sector stakeholders, producer organizations, financial institutions, and service providers.

3. Objective of the Assignment

Coordinate with 4P, Resilience and Youth Development Programme and to deliver technical expertise in the design and implementation of inclusive, market-oriented value chain development strategies. The primary goal is to drive increased productivity, value addition, market integration, private sector investment, and income growth for smallholder farmers and agribusiness enterprises.

4. Key Duties and Responsibilities

4.1 Strategic Leadership and Management

- Provide strategic direction and technical leadership for all value chain development interventions.
- Oversee the formulation, execution, and periodic review of Value Chain Development Strategies and Action Plans.
- Advise the Project Director and senior management on policy, investment, and market development matters.
- Ensure seamless coordination among technical units, implementation partners, and key stakeholders.
- Supervise and guide technical staff engaged in value chain activities.

4.2 Value Chain Analysis and Development

- Lead comprehensive value chain assessments, market studies, and competitiveness analyses.
- Identify growth opportunities and systemic constraints affecting selected value chains.
- Design interventions to improve production efficiency, aggregation, processing, quality assurance, logistics, and marketing.
- Promote innovation, technology adoption, and climate-resilient business practices.

4.3 Private Sector and Market Linkages

- Forge strategic partnerships with private sector entities, including exporters, processors, retailers, and service providers.
- Champion commercially viable business models and foster public-private partnerships.
- Strengthen sustainable market linkages between producers and buyers through contractual and inclusive arrangements.
- Facilitate investment opportunities and business development within targeted value chains.

4.4 Agribusiness and Enterprise Development

- Support the development and strengthening of producer organizations, cooperatives, and agribusiness enterprises.
- Promote entrepreneurial skills and sound business management practices among value chain actors.
- Facilitate access to finance, investment capital, and business development services.

4.5 Stakeholder Coordination and Policy Support

- Maintain close collaboration with government institutions, development partners, research organizations, and private sector actors.
- Contribute to policy dialogue and sector development initiatives that support agricultural commercialization.
- Represent the project at national and international forums on value chain development and agribusiness.

4.6 Monitoring, Evaluation, and Knowledge Management

- Establish and monitor performance indicators and reporting mechanisms for value chain interventions.
- Review implementation progress and recommend corrective actions as required.
- Prepare technical reports, policy briefs, concept notes, and management papers.
- Document lessons learned, best practices, innovations, and success stories for knowledge sharing and replication.

5. Required Qualifications

5.1 Academic Qualifications

- Master's Degree in Agricultural Economics, Agribusiness Management, Economics, Business Administration, Marketing, Rural Development, Agricultural Sciences, or a closely related field.
- A PhD in a relevant discipline will be considered an asset.

5.2 Professional Experience

- Minimum of 12 years of progressively responsible experience in value chain development, agribusiness promotion, market systems development, or agricultural commercialization.
- At least 8 years in a senior management or leadership capacity.
- Demonstrated experience managing donor-funded development projects and fostering private sector partnerships.
- Proven track record in agricultural market development and investment facilitation.

6. Core Competencies

- Strategic thinking and visionary leadership.
- Strong analytical and problem-solving capabilities.
- Excellent stakeholder engagement, negotiation, and partnership-building skills.
- In-depth knowledge of agricultural markets, value chains, and agribusiness development.
- Superior report writing and communication skills.
- Proven ability to manage multidisciplinary teams and complex partnerships.

7. Expected Outputs and Deliverables

- Value Chain Development Strategy and detailed annual implementation plans.
- Operational public-private partnerships and market linkage mechanisms.
- Increased private sector participation and investment in targeted value chains.
- Enhanced market access and commercialization opportunities for project beneficiaries.
- Timely technical, progress, and performance reports.
- Knowledge products, policy recommendations, and documented lessons learned.

8. Duration of Assignment

The appointment will be on a time-based consultancy basis, subject to annual performance evaluation and the evolving requirements of the project.

9. Consultancy Fees

Based on the qualifications and Experience.