



REF. A1 – Project Manager

Established in 1969, AGT International (formerly AGROTEC S.p.A.) is a leading firm, based in Rome (Italy), operating at both national and international levels in the fields of agricultural, rural development and environment offering a wide range of services which include technical assistance, and procurement of high-tech instrumentation and machineries.

In line with our continued growth and the business development efforts, we are now seeking a new team member to join us as Project Manager within the Technical Assistance Unit of AGT. The Technical Assistance Unit is in charge of identifying new business opportunities (technical assistance projects funded by the EU and other donors such as the World Bank, ADB, etc.), of preparing bids to respond to tender procedures and subsequently of managing the awarded contract.

The Project Manager will work under the supervision of the Head of the Technical Assistance Unit and will be based in Rome. The Project Manager is expected to take an active role in business development and in developing winning technical proposals for international development projects within the areas of work of the company. These include agriculture, rural development, veterinary, fisheries, environment and climate change, nutrition and food security, as well as other areas related to economic growth.

Together with the TA team, the Project Manager will lead and/or contribute to proposal development and submission, which will involve research and analysis, proposal and report writing, maintaining/building a network of experts and partners, and collaborating with colleagues throughout AGT among others. Specific tasks will include:

- Identification of business leads / project opportunities and follow-up;
- Analysis of donors' strategic action plans, national indicative programs, etc.;
- Identification of business partners and consortia negotiations;
- Preparation of expressions of interests for selected project opportunities;
- Planning and preparation of technical proposals, including research, analysis, bid writing, selection of experts and CVs preparation, etc.
- Search of external consultants, including identification, expert selection process, negotiation of terms and conditions of co-operation with experts, etc.
- Ensuring compliance with tender requirements, in accordance with the client's tendering procedures and AGT quality standards;
- Preparation of project budgets and financial proposals;
- Conducting fact finding missions;
- Contribution to other technical and strategic aspects of the team's work.

REQUIREMENTS

Qualifications

- University degree in Economics, Business Administration, Political Science, Agriculture or equivalent;
- Full proficiency in Italian and English is required; full proficiency in French and/or in Spanish is considered a strong asset.

Professional experience

- At least 3 years of relevant professional experience in international development projects;
- At least 3 years of working experience in project management and/or in business development, ideally tendering for EU-funded projects;
- Proven experience preparing tenders and/or technical assistance proposals;
- Familiarity with the EU institutions and policies;
- Technical expertise in one or more of the above-mentioned technical areas of specialization.

Personal skills

- Strong project management skills, including planning, coordination and monitoring.
- Strong analytical and writing skills, and particularly, capacity to analyse complex set of information and to write solid and coherent texts;
- Strong organizational skills and ability to multi-task;
- Time management skills, ability to meet strict deadlines and to quickly adapt to changes under pressure;
- Capacity to take initiative and to be proactive, resourcefulness;
- Result-oriented;
- Good negotiation and networking skills;
- Good interpersonal skills with the ability to work in multicultural teams; strong team player.

How to apply: Please send an updated CV/resume and a cover letter (no more than 1 page) addressed to delmonaco@agtinternational.it and to girelli@agtinternational.it.

DEADLINE to apply 20th April 2021. We review applications on a rolling basis, so we would recommend getting your application in as soon as possible.