

Digital Agriculture Partnerships Manager

[60 Decibels](#) is a tech-powered, impact measurement company that makes it easy to listen to the people who matter most. We've been in business as an independent entity since early 2019, when we spun out of the global Impact Investor [Acumen](#).

Our firm belief is that the best way to understand social impact is by talking to the people experiencing that impact. It sounds obvious when you say it, but that is not the typical practice for many impact investors, corporations and foundations working to create social change. We collect social impact data directly from beneficiaries (customers / employees / suppliers) via a network of 800+ trained researchers in 60+ countries. We do it quickly and without some of the fuss typically associated with measuring impact.

By making impact measurement simple and scalable, we not only enable organizations to make improvements in the products and services they've designed to serve beneficiaries; but also help transform what it means to credibly measure impact, ensuring that the voices of those who matter most are always part of the story. **If you're similarly passionate about our mission and excited about ensuring the voice of farmers are incorporated in decisions about them, we're looking for an Agriculture Partnerships Manager to join our team.**

About the role: The primary focus of this role will be to provide partnership and project management support to our agriculture team as we define and refine methodologies for collecting data related to digital farmer services. 60 Decibels is working in partnership with the [Busara Center for Behavioural Economics](#) (Busara), which has received a 3-year grant from the Bill and Melinda Gates Foundation (BMGF) to understand farmers' perspective and experience of digital farmer services (DFS) in Nigeria, India, and other locations. This role will initially be focused exclusively on this partnership. Over time, we expect the role to include other projects and initiatives beyond DFS.

Despite the rapid growth and potential positive impact that digital farmer services (DFS) can have on the lives of small-scale producers, very little is known about farmers' actual access to and use of digital agricultural solutions and services. The limited research that exists focuses on the experience of DFS users. We are developing, testing and delivering a sustainable approach to collect information about DFS at the population level, much like the World Bank's LSMS and the Global Findex¹ do, one that can be replicated across countries and, over time, will ensure that the sector's decisions about digital support to farmers are not made in a data vacuum.

The Agriculture Partnerships Manager will manage our 3-year engagement with Busara and BMGF to conduct farming population surveys and share insights widely, and take on additional agriculture partnerships as needed. Specifically, they will:

- Manage our partnerships with BMGF and Busara, including all stakeholder communication, coordination, and reporting.

- Oversee the progress of all DFS activities, ensuring adherence to workstream timelines and coordinating with members of the 60dB agriculture team.
- Manage our partnership with Living Standards Measurement Study (LSMS) in Nigeria, who will be executing the population level data collection in the country.
- Manage our partnership with the Government of Bihar.
- Oversee the collection of high-quality data across all locations (including filing for the right approvals) in a way that is complementary to 60 Decibels' data collection processes and infrastructure.
- Contribute to the design and refinement of methodologies for both panel data collection and lean impact evaluations of agricultural DFS solutions.
- Lead engagements with the global DFS ecosystem (DFS providers, donors, investors) to continually seek and incorporate feedback and share learnings. This may involve coordinating learning events and workshops, authoring reports, blogs, or other communications; and collaborating with Busara and BMGF.
- Over time, provide similar support to other Agriculture projects and initiatives, beyond DFS.

About You:

First and foremost, you bring compassion and dedication to this work because it matters to you. You believe that the status quo of decision-making in agriculture is missing the voice of the most important stakeholder, the farmer, and that needs to change. You are passionate about lean measurement solutions, have the technical expertise to develop them and enjoy finding creative partnerships with a variety of sector actors to put them in place.

You have superb communication skills, and you know how to tailor them for different audiences with wide ranging technical and cultural backgrounds. You can manage diverse groups of stakeholders—you build relationships that enable you to keenly understand each stakeholder's expectations and objectives. You leverage this to both exceed stakeholder expectations and achieve consensus among them.

You are extremely organized, and find joy in keeping track of many disparate moving pieces and helping others to do the same.

You're a problem-solver and have an entrepreneurial mindset. While the end goal of this project is clear, the path to get there is yours to create. This thought excites you!

Other characteristics that will help you succeed in this role and be a great cultural fit: you have a bias towards action—you get your hands dirty—and you actively tackle problems in ways that lead to great outcomes. You successfully balance flexibility and rigor, and embrace taking strategic risks and growing from mistakes. Ultimately, you are eager to do the work to build something new and (we hope) important to the world.

We also expect that most candidates will have had the following experiences / attributes. If your experience set differs, but you think you're the right person for the job, say that in your application.

- Agriculture sector expertise and knowledge of digital agriculture solutions.
- Experience managing multi-million dollar grants / contracts that involve a variety of stakeholders. This could come from 8+ years of experience in a measurement company, consulting firm, non-profit or social enterprise.
- Demonstrated skills in managing and communicating with diverse and geographically dispersed sets of stakeholders
- Experience working with governments – experience in Nigeria or India is a major plus.
- An understanding of ethical research norms and approval processes.
- Experience creating capacity building collateral that is engaging and delivering it through workshops and learning events to a variety of sector actors.
- Comfort in a fast-paced, entrepreneurial environment; awesome ability to prioritize and manage multiple workstreams; general interest in and orientation to technology.
- Excellent communication and organizational skills.
- Experience managing large scale data collection efforts and/or impact evaluations is a plus.
- Experience setting up data sharing partnerships and terms of such interactions preferred.

Interested in applying?

Deadline: Candidates are encouraged to apply as early as possible, as applications will be reviewed on a rolling basis.

Location: The Agriculture Partnerships Manager will preferably join the 60dB team in Bangalore, India, and will need to possess all the existing requirements to work in this location. Applicants based in Nairobi, London, or New York will also be considered for the position.

Compensation: 60 Decibels offers a competitive salary and benefits package and the opportunity to work in a flexible, fun and supportive environment. The annual salary for this role is expected to be 37+ lakh, based on experience and skills.

Application: To apply please fill out [this application form](#) where you will be asked to upload:

1. Your resume
2. A short video (1-2 minutes) in which you introduce yourself and describe what excites you about this role.
3. A short video (1-2 minutes) to tell us about the skills and experience you have that make you a strong fit for this role.

We're excited to hear from you!

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> Visit our website at 60decibels.com.

> Read about our team values [here](#).