

Hiring: Partnerships Manager, Digital Farmer Services

[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 a Partnerships Manager for Digital Farmer Services to join our team.**

About the role: The primary focus of this role will be to support our Director of Agriculture in developing partnerships for our foray into population-level data collection with farming households. This is a new area of work for 60 Decibels as most of our data collection is done with farmers who are customers/suppliers of specific agricultural organizations. It will be conducted in partnership with [Busara Center for Behavioural Economics](#) (Busara), who have received a 3-year grant from the Gates Foundation (Gates) to understand farmers' perspective and experience of digital farmer services (DFS) in Nigeria, and the Indian states of Bihar and Orissa.

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 and use of digital agricultural solutions and services. The limited research that exists focuses on the experience of DFS users. We will develop, test and deliver a sustainable approach to collect information about DFS at the population level, much like the World Bank's LSMS and the Global Findex¹ do, that can be replicated across countries and over time to ensure the sector's decisions about digital support to farmers do not have to be made in a data vacuum.

The Digital Farmer Services Partnerships Manager will manage our 3-year engagement with Busara and Gates to conduct farming population surveys and share insights widely. Specifically, they will:

- Take ownership of the end-to-end grant management: understanding expectations of various stakeholders, establishing a routine to engage and update them, managing reporting requirements by Busara and Gates, tracking budget etc.

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¹ Living Standards Measurement Survey: <https://www.worldbank.org/en/programs/lms>
Global Findex: <https://globalfindex.worldbank.org/>

- Manage our partnership with Living Standards Measurement Study (LSMS) in Nigeria, who will be executing the population level data collection in the country.
- Identify the best approach to develop a sample frame of farmers in the Indian states of Bihar and Orissa. This will span exploration of partnerships with existing sample frames like that constructed under ADAPT to finding cost effective ways of setting up a panel of farmers.
- 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.
- Conduct learning events and workshops in partnership with Busara to provide DFS providers, researchers and funders an opportunity to keep apprised of our latest findings as well as offer trainings in lean methodologies.
- Identify paths to sustainability for this endeavor beyond the lifetime of this grant, as an addition to an existing population level survey or a standalone effort.

It is anticipated that 70%+ of the role will be focused on this specific project over the duration of the 3-year grant. The remainder of the role will include business development (developing partnerships with prospective clients, growing 60 Decibels' presence in India and Agriculture), supporting other 60 Decibels projects in Agriculture and contributing to the development of new products that fill data gaps in the sector, with a special focus on digital farmer services.

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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'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 leads 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.

- Experience managing multi-million grants / contracts that involve a variety of stakeholders. This could come from 7+ years of experience in a measurement company, consulting firm, non-profit or social enterprise.
- Experience managing large scale data collection efforts
- Experience working with government – experience in Nigeria, Orissa or Bihar a major plus.
- An understanding of ethical research norms and approval processes.
- Experience setting up data sharing partnerships and terms of such interactions.
- 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.

Interested in applying?

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

Location: The Digital Farmer Services Partnerships Manager will join the team in India and will need to possess permanent work authorization in India.

Compensation: 60 Decibels offers a competitive salary and benefits package and the opportunity to work in a flexible, fun and supportive environment.

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

1. Your resume
2. A short (150 words) written response to: Please tell us about yourself and what excites you about this role.
3. A short (150 words) written response to: What skills and experience do you have that make you a strong fit for this role?

We're excited to hear from you!

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