

Hiring: Senior Associate, 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 Senior Associate, Digital Farmer Services to join our team.**

About the role: 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. The Senior Associate will support our Director of Agriculture in changing this status quo by developing and executing a lean approach to understand active use of digital farmer services at the population level. 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 DFS in Nigeria, and the Indian states of Bihar and Orissa. By the end of our grant, our consortium aims to deliver an approach, comparable and/or complementary to the likes of World Bank's LSMS and the Global Findex¹, 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.

Specifically, Digital Farmer Services Senior Associate will:

- Deliver a landscape assessment that will be conducted in partnership with Busara. This is expected to take 3-6 months, and will involve desk research, expert interviews and data analysis to understand the current landscape of impact measurement related to digital farmer services (methodologies, metrics, players, data etc.)
- Use lessons from the landscape analysis to develop a lean methodology – survey, metrics, data collection plan, analysis plan, sampling approach – to understand active use of DFS at a population level.

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

- Manage the collection of high-quality data across the Indian states of (including filing for the appropriate approvals) in a way that is complementary to 60 Decibels' data collection processes and infrastructure.
- Conduct analyses on the collected data and development of easy-to-use outputs by a variety of sector actors including but not limited to: online dashboard, annual survey reports, methodology briefs, workshop material and presentations.

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 supporting other 60 Decibels projects in Agriculture and contributing to the development of new products that fill data gaps in the sector.

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 and have the technical expertise to develop them.

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.

- 4-7 years of relevant professional experience; master's degree is preferred
- Experience managing consulting or research projects in an autonomous manner
- Experience with measurement / M&E with a desire to develop leaner ways of doing what is traditionally done through in-person interviews that last several hours
- Strong mathematics and/or research skills and experience making data-driven decisions and synthesizing information.
- Proficiency in Stata and/or R in addition to the Microsoft suite.
- Experience working in the Agriculture sector
- Excellent project management competence: timely delivery, high quality output, great communication.
- 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 Senior Associate, Digital Farmer Services will need to possess permanent work authorization in one of the geographies where we have offices: India, Kenya, UK or USA.

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?

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