

Deputy Agriculture Lead

[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 ensuring the voice of farmers are incorporated in decisions about them, we're looking for a Deputy Agriculture Lead to join our team.**

The Deputy Agriculture Lead will support Venu Aggarwal, the Director who leads our agriculture work globally. The Deputy Lead will have the opportunity to interact with some of the most exciting organizations – foundations, investors, corporations, nonprofits and enterprises – in the agriculture space. They will contribute to strengthening our client relationships through high quality project delivery, improving our project teams' experience and efficiency, and growing our business by supporting through new sales.

Specifically, the Deputy Agriculture Lead will:

- Manage multiple client relationships and deliverables, ensuring high quality output, client engagement, and timely delivery – contributing directly to the achievement of our organizational goals.
- Advise and mentor project teams on the design of agriculture-related products and deliverables, bringing sector-specific research, trends and best practice to bear on our work.
- Conduct analysis and create reports that tell a compelling story and provide actionable insights for clients; with a clear expertise on relevant context in the agriculture sector.

- Support the Director with new business opportunities in the market.; conversations, scoping, proposal-writing, relationship-building.
- Model our company values and serve as a coach and mentor to team members in areas of relative strength, particularly as related to the competencies required for end-to-end project execution.
- Design new survey products with the aim of collecting actionable feedback from actors across the agriculture value chain that will help social enterprises grow their business and impact.
- Model and encourage proactive and effective communication across the team.
- Identify areas for improvement across 60 Decibels and put in place solutions to enhance our productivity and expand the footprint of our business.
- Support team members with workflow, prioritization, and professional growth.

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 have a bias towards action: you get your hands dirty and actively tackle problems in a way that leads to the best outcomes and brings teams together. You successfully balance flexibility and rigor, using informed judgment to make decisions. You model critical thinking and introspection, taking strategic risks and growing from mistakes. You are decisive and bold, have a growth mindset, are eager to change the status quo, and know the value of being a part of an effective team. More specifically, you bring:

- A minimum of 7 years of professional experience with a focus on agriculture; preference for combined experience in agribusiness and/or measurement
- Bachelor's degree is required; Master's is a plus
- Demonstrated expertise in the agriculture sector and a passion and interest in this space
- Strong technical and analytical skills and experience making data-driven decisions and synthesizing information
- Excellent project management competence: timely delivery, high quality output, great communication

- Excellent relationship building skills; client management is a plus
- Comfort in a fast-paced, entrepreneurial environment; ability to prioritize and multi-task
- Superior Excel and PowerPoint skills; familiarity with Stata / R / ArcGIS is a plus
- Superior detail orientation with the ability to step back and think big picture
- Demonstrated interest in or commitment to tackling global development challenges

60 Decibels is deeply committed to having a workplace that is inclusive and anti-discriminatory. We believe that our team must embody the compassion, listening, and sense of shared humanity that is so central to our goal as an organization. We are proud to be an Equal Opportunity employer and do not discriminate on the basis of race, religion, national origin, gender, sexual orientation, age, marital status, veteran status, or disability.

As a growing company, we are building towards a more universally accessible workplace for our employees. At this time, we use cloud-based technologies that are not compatible with screen readers and other assistive devices. We would be happy to discuss accessibility at 60 Decibels in greater depth during the recruitment process.

Interested in applying?

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

Location: The Deputy Agriculture Lead will join the team in our Bangalore, London, Nairobi, or New York office and should have prior authorization to work in that geography.

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

Application: Please use the following [link](#) to apply. We're excited to hear from you!

Want to get to know us a little better?

> Sign up to receive [The Volume](#), our monthly collection of things worth reading.

> Visit our website at 60decibels.com.

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