



## OPPORTUNITY

### **Job title: Enterprise development In-charge**

Dakshin Foundation is looking for a creative and self-motivated person with problem-solving skills for enterprise development of a small scale cooperative called the Andaman Karen Crafts Cooperative Society.

**Location:** Webi (literally translates from Karen as 'the hidden settlement') in Mayabunder block of Middle Andaman

**About AKC :** Andaman Karen Crafts or AKC is a small group (predominantly composed of women) that has evolved out of a unique partnership between Andaman Nicobar Environment Team (ANET) and the Karen community. It was formed with the objectives of economic empowerment while reviving Karen cultural heritage and conserving local eco-systems. AKC is formally registered as a cooperative society in the A&N.

### **Eligibility requirements:**

The person must possess the following skills-

Must be innovative and willing to learn from and adapt to local realities.

Must be motivated to work alongside local communities for supporting local economies.

Must have sales and marketing experience.

Must have strong leadership and inter-personal skills for team building.

Must ideally have experience of working with small industries or cooperatives.

Must have good networking skills.

Must have analytical skills for problem-solving, business planning and management.

Must ensure that the sales and marketing activities are culturally sensitive and locally appropriate.

### **Job profile:**

The person will be involved in:

Analysis of production and supply chain

Standardisation of processes and quality control

Formulation of a business plan with periodic targets based on projected growth and sales

Developing product portfolio and marketing material

Story creation and brand-building

Building market linkages with key stakeholders (craft retail shops, government outlets, resorts, ANET school programs)

Distribution of marketing material in key public places

Ensuring product visibility in all island craft-fairs and exhibitions

Monthly performance analysis

Capacity building of members

**Duration:** While the initial contract will be for a period of 1 year, we foresee the person as continuing with Dakshin, depending on their performance and interest.

**Remuneration:** Salary will be in accordance with qualifications and work, in line with our internal policy.

**To apply:**

Interested persons should send in a complete CV with a cover letter clearly specifying why they think they would be suitable for this position before 28th February to [dakshinfoundation.india@gmail.com](mailto:dakshinfoundation.india@gmail.com)