



*Australia India
Business Council*

Celebrating 35 Years of Promoting
Bilateral Business and Trade

Australia India Business Council Consultant / Contractor - Agribusiness

Summary

<i>Project Summary</i>	<p>The Australia India Business Council (AIBC) is seeking to engage a Consultant / Contractor to help develop an Agribusiness and AgriTech chapter for AIBC Victoria and support the delivery of a project promoting Victoria’s Agribusiness sector in India.</p> <p>The contract involves and includes engagement and direct outreach to the Agribusiness industry and associations in Victoria via consultations, discussions, and the planning of workshop(s) and roundtable(s).</p> <p>The contractor will advise and coordinate the program collaboratively and in consultation with Global Victoria, the AIBC Victoria President and Vice President and National team in the Agribusiness sector, to ensure that the activities, research, and work of AIBC Victoria is delivered according to a project plan.</p>
<i>Deliverables</i>	<ul style="list-style-type: none">• Preparation and design of:<ul style="list-style-type: none">(i) An engagement plan, and(ii) An online surveyaiming to research and build a database of Victorian Agribusiness companies with an interest in the Indian market.• Preparation and presentation of:<ul style="list-style-type: none">(i) A report with recommendations

	that will inform Victoria's export strategy to India for this sector and decide on next steps.
Project Payment	\$12,000-\$15,000 depending on qualifications and experience, to be paid in installments, based upon completion of specific milestones and upon receipt of relevant invoices
Contract Type	Contract for services from September 2021 to June 2022
Location	Preference for location in State of Victoria, and more specifically Melbourne Eastern suburbs.
How to Apply	Please send your application to secretariat@aibc.org.au by COB Friday 24 September 2021 . Expressions of interest must include a Cover Letter and Company Profile or Resume outlining the ability to deliver on the work / project
Contact for enquiries only	Manjit Singh, Vice President, AIBC Victoria Tel: +61 0404 040 066 Email: aibcvicvp1@aibc.org.au Please do not send applications to this contact.

Project Description and Context

AIBC Victoria is working collaboratively with Global Victoria to develop a Victorian Agribusiness and AgriTech chapter and dedicated tool to enhance Victoria's export capacity to India in this sector.

The Australian Government's [India Economic Strategy to 2035](#) highlights opportunities that India provides as a new source of growth for Australia's agribusiness sector. In the context of Victoria, this means an opportunity to pair exports of raw commodities with exports of value-added products. [Global Victoria's India Strategy: Our Shared Future](#) cites Food and Fibre as an established sector in India, giving a solid base of trust and good quality for further expansion.

The Consultant / Contractor will manage this project. AIBC Victoria will work with established Victorian associations and industry bodies, including Global Victoria, Agriculture Victoria and others, to build connections and partnerships, identifying and outreaching to new export-ready companies.

Engagement including workshop(s), roundtable(s) and an online survey will assess the needs of Victorian exporters, determine the products, services, and their level of export-readiness, which will help enable conversations and relationship building. The compiled and analysed data will be shared with key Global Victoria stakeholders and relevant AIBC partners in India, such as the CII (Confederation of Indian Industry) and FICCI (Federation of Indian Chambers of Commerce and Industry), as appropriate and as agreed with Global Victoria.

AIBC Victoria will convene a report including recommendations to discuss the findings that will inform and consult Victoria's export strategy and identify the next steps. Building the capacity of the Agribusiness chapter and sharing knowledge between Global Victoria, and key Global Victoria stakeholders will allow Global Victoria to plan an export strategy and link introductions and connections between Victorian companies and industry and business partners in India through AIBC's networks.

Supplier / Contractor Requirements

- Experience in Project Management especially related to the Agribusiness sector
- Experience in survey planning and data analysis
- Strong interpersonal and communication skills with demonstrated ability to liaise and work effectively with both industry and government, and with stakeholders from diverse cultures, backgrounds, and varying seniority levels
- Report-writing and presentation abilities
- Ability to work independently and to effectively plan and prioritise workloads to meet deadlines
- An interest in, and knowledge of, India and Indian affairs
- Capacity to work-from-home with own equipment should COVID-19 related restrictions restrict access to the AIBC Victoria office premises

Other Information

About The Australia India Business Council

Established in 1986, the Australia India Business Council (AIBC) was founded to foster bilateral relations between the two countries. It is the only premier non-profit organisation, with a mission to promote trade dialogue between India and Australia through nurturing and maintaining close relationships in both Australia and India, with Federal and State government agencies, diplomatic corporations, and industry bodies.

The AIBC is a national membership organisation with active chapters in Sydney, Melbourne, Brisbane, Adelaide, Perth, and Canberra, showcasing opportunities to the Australian business community through an active program of events.

For more information, please visit www.aibc.org.au