



## COMMERCIAL DEVELOPMENT COORDINATOR

**Position:** Commercial Development Coordinator

**Organisation:** Organic Growers of Ireland (OGI)

**Location:** Remote. Ireland-based, with national travel required.

**Contract:** Full-time (30–35 hours per week), fixed-term (21 months)

**Salary Range:** €45,000–€50,000 per annum (dependent on experience)

**Reporting to:** OGI General Manager and Oversight Committee

The Organic Growers of Ireland (OGI) is seeking an organised, market-orientated and highly motivated **Commercial Development Coordinator (CDC)** to lead a national project aimed at strengthening Ireland’s organic horticulture supply chains.

This role is central to delivering key objectives of the **National Organic Strategy**, including reducing organic vegetable imports to below 50% by 2030 and expanding routes to market for Irish organic growers.

This is a unique opportunity to drive structural change within the sector, supporting growers, enhancing supply networks and shaping a more resilient and sustainable organic food system in Ireland.

## ROLE PURPOSE

The Commercial Development Coordinator will examine current supply chains, identify barriers and opportunities, and develop innovative and practical routes to market for organic horticultural produce in Ireland.

The role involves research, data collection, sector consultation, project management, pilot development and the dissemination of findings.

The CDC will work closely with growers, retailers, foodservice operators, certification bodies, and government stakeholders to increase the volume and visibility of Irish organic produce across the supply chain.

## KEY RESPONSIBILITIES

### 1. Project Management & Coordination

- Lead the delivery of a 21-month structured work plan across seven work packages.
- Manage data collection, documentation, budgets, communication and reporting.

- Provide regular project updates and quarterly reports to the General Manager, oversight committee and DAFM.
- Ensure compliance with GDPR, data security standards, and organisational procedures.

## **2. Research, Data Analysis & Sector Review**

- Conduct desk research on supply chains, market trends, policy frameworks and existing reports.
- Carry out structured interviews with growers, consultants, certification bodies, policymakers, and supply chain actors.
- Identify priority supply chains and key barriers to market expansion.
- Align project activities with policy targets and National Organic Strategy.

## **3. Supply Chain Mapping & Route-to-Market Development**

- Map existing supply chains, from on-farm production to retail and foodservice.
- Assess expansion potential and identify new or innovative supply chain models.
- Explore procurement pathways for small and large growers.
- Identify relevant funding and support mechanisms to encourage adoption of new models.

## **4. Pilot Project Development**

- Select a regional pilot project based on evidence and consultation.
- Monitor performance and evaluate its potential for national replication.
- Produce case studies and recommendations based on 12-month monitoring.

## **5. Grower Engagement, Events & Partnerships**

- Maintain ongoing communication with growers, retailers, buyers, and catering services.
- Deliver webinars, workshops and training events on production, logistics, procurement, certification and technology.
- Coordinate ‘meet the buyer’ engagements to strengthen relationships between growers and market outlets.
- Support growers in scaling production and shortening supply chains.

## **6. Procurement Support**

- Develop an information package to support growers in accessing public and private procurement contracts.
- Deliver a dedicated workshop on public and private procurement pathways.

- Promote opportunities to increase Irish organic produce on public and private menus.

## **7. Dissemination, Reporting & Sectoral Impact**

- Publish project findings, guidance material and practical resources for growers and stakeholders.
- Produce a 5-Year Roadmap aligned with policy objectives to increase domestic supply and reduce imports.
- Contribute to sector capacity-building and long-term strategic planning.

## **PERSON SPECIFICATION**

### **Essential**

- Demonstrated experience in project coordination, supply chain management, and/or relevant agri-food research.
- Strong understanding of horticulture, food systems or primary production (organic knowledge desirable).
- Excellent organisational, analytical and communication skills.
- Experience working with multiple stakeholders, including growers, buyers, policymakers or industry actors.
- Ability to interpret data, conduct interviews and produce high-quality written reports; proven ability to convert research into actionable recommendations.
- Proficiency in planning, delivering and evaluating events or training sessions.
- Ability to work independently while managing multiple workstreams.
- Full clean driving licence and access to a vehicle.
- Commitment to the values and mission of the OGI.

### **Desirable**

- Familiarity with organic certification, public procurement or Irish agricultural policy.
- Experience in supply chain mapping or market analysis.
- Prior involvement in project-funded or research-driven initiatives.
- Collaborative mindset and ability to build trust across diverse stakeholders.
- Knowledge of GDPR, data management and good governance practices.
- Experience representing organisations at sector events or stakeholder meetings.

## **BENEFITS**

- Competitive salary (commensurate with experience)
- 22 days annual leave (pro rata)
- Remote and flexible working arrangements
- Time Off in Lieu (TOIL) policy
- Mileage reimbursement for work-related travel

## **HOW TO APPLY**

To apply, please submit your CV and a cover letter outlining your relevant experience and your vision for strengthening organic horticulture supply chains in Ireland.

Applications should be sent to **gm@organicgrowersireland.ie** by **5pm** on **9<sup>th</sup> January 2026**.

*The Organic Growers of Ireland is an equal opportunities employer. We welcome applications from all qualified individuals regardless of background, experience, or identity.*