

Business & Financial Advisor - Peru

- **Job type:** Full time (40 hrs)
 - **Based in:** Moyobamba/Chachapoyas/Jaen
 - **Mode:** Hybrid (remote/in-person)
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Progreso Foundation

Progreso is a Dutch NGO based in Amsterdam, with 25 years of experience working with coffee and cocoa organizations in Latin America, Asia, and Africa. We support coffee and cocoa producer organizations in becoming professional businesses by leveraging our expertise and network. We guide producer organisations in accessing financing, building capacity, expanding market access, diversifying, and preserving and restoring the environment.

Progreso holds a unique position within the coffee and cocoa value chain because it acts as a neutral key player, connecting and adding value to all crucial stakeholders: farmers, buyers, and investors.

<https://www.progreso.nl/>

Progreso is hiring a Business & Financial Advisor - Peru.

As part of the team, you will work alongside the Project Officer in Peru and the Program Manager for Latin America. The selected candidate will be a key point of contact for operations in the country and a point of contact for our teams and partners, assisting in the improvement of project designs and team management.

Key responsibilities include (in order of relevance):

1. **Financial Analysis:** Evaluate the financial statements of coffee/cocoa producer organizations (POs), conduct vertical/horizontal analysis, and assess financial indicators. Develop training sessions to improve financial management within POs. Assist organizations in creating projected cash flows and income statements that reflect their specific circumstances and liquidity/financing needs.
2. **Business Advisor:** Evaluate and analyze the internal operations of coffee/cocoa producer organizations (OPs), including their client portfolio, contract terms, open position, procurement policies, etc. Propose cost/expense control tools and techniques to establish policies for purchasing and selling. Advise organizations on market trends and price risk management.
3. **Strategic Alliance Management:** Develop strategic plans for new projects with Peruvian Producer Organizations (POs), aligning with the key sustainability framework in the coffee industry; identify and secure opportunities to scale projects with international cooperation agencies. Identify beneficiary partners (POs), market clients (traders), and strategic allies; contribute to negotiating agreements with private/public partners to implement innovative projects; coordinate project field visits with or for clients/partners.
4. **Monitoring, evaluation and learning:** Adapt and implement data collection tools, consolidate and analyze data, contribute to the periodic presentation of reports on compliance with indicators/ KPIs and budget. Perform monthly follow-up of projects with OPs and, based on the results, propose tools or processes for continuous improvement within the team.
5. **Teamwork:** Actively collaborate with team members in Peru and distributed team members in Colombia and Nicaragua to collaborate across other projects in Latin America.
6. **External representation and communication:** Act as a Country representative for projects and alliances in Peru; promote the use of the tools of Progreso; as well as support the development of marketing and communication for its projects.

You have strong skills in the financial and commercial analysis of producer organizations; you've demonstrated technical ability in developing new projects; and you're passionate about initiatives with coffee and cocoa producers, microfinance, agroforestry, and conservation. This position is for you!

Skills and experience

Mandatory requirements:

- Minimum 05 years of experience working in financial management and analysis/business advisory with coffee or cocoa producer organizations (*mandatory).
- Be based on or near to the intervention areas (north-east): Moyobamba, Chachapoyas or Jaen city (*mandatory).
- Degree in Engineering/Economics/Accounting/Administration (*required).
- Fluency in Spanish and intermediate English (spoken and written) (* required).

Additional requirements:

- Graduate of a Master's or Specialization in Financial Management (*plus for final evaluation).
- Experience in managing multi-stakeholder initiatives with financiers, government partners and clients/funders (*plus for final evaluation).
- Digital tool management and data analysis (*plus for final evaluation).

Soft skills:

- Leadership skills for teamwork and effective and efficient budget management.
- Proactivity and Initiative for continuous improvement in the internal processes of Progreso Latin America
- Meeting deadlines for deliverables from Program Manager LA.
- Motivation and positive attitude towards new work challenges in your portfolio.
- Communication skills to strengthen trusting relationships with supply chain partners.

Stages:

- Please send your CV before December 18th, 2025 to yasmin@progreso.nl
- Virtual interview of pre-selected candidates will take place between January 5th to 7th, 2026.
- Start of Contracting: January 20th, 2026