

SNV Rwanda is looking for:

Intern: Value Chain analysis of wax and wax derived products

Context

SNV Netherlands Development Organisation

SNV Netherlands Development Organisation is an international development organization of Dutch origin with over 40 years of experience. We currently work in 32 countries in Africa, Asia, Latin America and the Balkans. SNV's worldwide presence implies that it is possible to leverage all these sources of expertise, knowledge and relationships. SNV is dedicated to a society in which all people enjoy the freedom to pursue their own sustainable development. We contribute to this by strengthening the capacity of local organizations.

We do this by providing advisory services to these organisations, facilitating knowledge development, brokering, networking and advocacy at national and international level. Partnerships with other development agencies and the private sector are key to our approach

Our motto, 'Connecting People's Capacities', reflects our focus on the empowerment of people and local organisations in the fight against poverty and promotion of good governance

SNV Rwanda

SNV began its operations in Rwanda in 1980 and intervenes since 2007 in the following sectors and value chains: Renewable Energy/Biogas, Non-timber forest products/Beekeeping, Water Hygiene and Sanitation (WaSH), Education, Tourism and Coffee and from 2010 onwards in Dairy.

Governance for empowerment, including gender, social inclusion and environmental sustainability are important elements in all interventions. Being at the forefront to test and take further global tendencies in development SNV is increasing efforts in knowledge development and brokering, financial services and vocational skills development. In order to ensure sustainability we collaborate as much as possible with local service providers to whom we gradually hand over our activities.

In all our interventions we work in close collaboration with national and international partners and government, looking for complementarily, knowledge sharing and joint learning.

In economic development SNV uses the Value Chain Development approach, analyzing carefully all steps from input to sales; and addressing key blockages and opportunities to further develop the value chain as a whole. We hereby focus on the development of sound

private enterprises, building their management and technical capacities, looking for tailored financial solutions and linking them with new promising markets, while ensuring good governance practices. Although our interventions are not always directly with poor people, we analyze the Value Chain in function of pro poor impact and ensure that they can raise their voice and get equal benefits in terms of employment and income.

Beekeeping sector in Rwanda

Beekeeping in Rwanda has been practiced for many generations. Rwanda's rich fertile soils and woodlands offer excellent opportunities for beekeeping. It is seen as a high potential pro-poor income generating activity because it has low start up costs, requires little land and limited labour. Furthermore, bees are invaluable for maintaining biodiversity and pollinating crops. Beekeeping was therefore defined as a priority sector within the national Economic Development and Poverty Reduction Strategy 2008-2012 (EDPRS). The Rwanda Animal Resources Development Authority (RARDA) was put into place in 2007 by the Ministry of Agriculture and Livestock (MINAGRI) to coordinate the livestock sector including the sub sector of beekeeping.

But already since 2005 SNV Rwanda offers a wide range of capacity building services in the beekeeping sector. Focus has been put on improving business orientation, quality and innovation of all chain actors, improving market information systems, creating sustainable linkages with competitive domestic and export markets in light of the opening of the East African Market July 2010.

Our main partner is the Rwanda Animal Resources Development Authority (RARDA). Other partners are Rwanda Development Board (RDB), Rwanda Bureau of Standards (RBS) and UNIFEM, Rwanda Cooperative Agency (RCA), PPPMER II - Ministry of Commerce, IFAD etc. Our main clients are the cooperatives.

Even though the sector has made significant strides in the right direction the sector still needs to overcome many challenges if it wants to go from a traditional practice to a profitable business oriented sector. Examples of challenges faced are poor infrastructure and remote locations; uncompetitive cost structures; limited market intelligence; technical/ managerial capacities/ resources and lack of coordination at all levels and poor application of standards and regulation in assuring quality.

Focus over the years has mainly been put on the Honey value with little attention given to the opportunities for analysing and developing the wax and wax derived product value chain. A visit from a senior beekeeping PUM expert in March shows us that most of the unused combs are thrown away however they have a great value even you only just take into account the energy used by bees. A bee consumes 7kg of honey to produce 1 kg of wax.

Most of the hives used by beekeepers are traditional and they produce only little honey but huge amounts of wax. The wax is now being thrown away however we would like to

investigate if we could find a market for this wax or its derived product so as to increase incomes of those beekeepers using mainly traditional hives, which are in most cases also the poorer beekeepers as they only produce little quantities of honey.

Main Objectives of the internship

- Analyse value chain for wax and wax-derived products and identify opportunities for Rwandan beekeepers with as objective to increase incomes of the traditional beekeepers.
- Identify main intervention areas/niches for SNV and its partners/clients in how to improve the use & marketing of wax and wax derived products
- Write a realistic business case for one of the cooperative unions in Rwanda focusing on how to make better use of the wax to the profit of their beekeepers

Expected Results

- Validation workshops in each zone and at SNV office for all actors involved
- Report of the study including concrete recommendation for SNV in the beekeeping sector
- Business case for a Cooperative Union in beekeeping

Methodology

- Desk study analysis of the wax and wax derived product international and domestic market (2 months)
- Field study (2 months) where the intern will visit different actors of the value chain in the 4 beekeeping zones
- Use as basis for the value chain analysis the template prepared by the SNV East & Southern Africa Region (see annex)
- Student will be in contact with the different SNV field offices working in beekeeping for an effective analysis of the market

Skills & Qualifications

- Student should be in final phase of his Master's degree in business or related field
- Experience in conducting similar studies
- Familiarity with value chain concept
- Excellent organisational skills
- Excellent written and oral communication skills in English
- Ability to work effectively with diverse groups and communities
- Ability to take initiative and solve problems, and to work collaboratively
- Ability to fluently speak in French or Kinyarwanda is a plus

Duration & conditions

The assignment is expected to take about 80 days (4 months) of which 40 days are used for a desk study and 40 days for field research.

SNV will provide lodging, transport and a daily subsistence allowance for the student during his/her field research. If the student comes from outside of Rwanda he/she will receive lodging and a daily subsistence allowance for his/her full stay in Rwanda. All other costs related to this assignment are for the student.

Expression of interest

Potential students are invited to express their interest by sending us a:

- Motivation letter
- CV with a detailed profile of their skills & qualifications
- Proposal which shall include a proposed methodology and a tentative timetable

You can apply by submitting your application letter and CV to the Human Resource Officer of SNV Rwanda, Evelyn Uwera, by email to rwanda@snvworld.org ; euwera@snvworld.org until 31 May 2010