

**North South Consultants Exchange is searching for:** Agricultural Economist in Egypt for conducting market study for water intensity reduction and off season land use for beet farming with at least 15 years of experience.

**APPLICATION GUIDELINES:**

To apply, please send your CV to [recruitment@nsce-inter.com](mailto:recruitment@nsce-inter.com) by April 10<sup>th</sup> with the following email subject line: Agricultural Economist

Note. Review of applications will begin immediately and continue until a suitable candidate is identified.

**Assignment Title:** IFC Advisory Services Activities & Budget for Nile Sugar, Egypt: Water Intensity Reduction & Off-Season Land Use

**Overview**

**SECTOR/ Key Words:** Water efficiency – Irrigation optimization – Crop diversification – Off-season land use – Financial modelling – Market demand / offtakers – Farming vs leasing – Soil health – Implementation roadmap – Sustainability/ –Beet Farming

**Project Overview**

The client operates a large, integrated sugar beet farming and processing business in Egypt and long-term growth of the business is constrained by water availability. The client therefore aims to secure sustainable water resources by improving water use efficiency across both farming and processing operations, identifying opportunities to reduce irrigation and process water consumption without compromising yields or sugar recovery, and assessing potential alternative water sources where feasible. These efforts will support the development of a phased, investment-ready implementation strategy aligned with water constraints, regulatory requirements, and future expansion plans.

At the same time significant land that remains unused during the off-season. This creates an opportunity to increase productivity, improve profitability, and enhance sustainability through better land use, such as crop rotation or alternative activities. However, selecting the right option requires careful evaluation of agronomic, water, operational, market, and financial factors, as well as deciding between farming the land or leasing it. The client is therefore seeking support to identify viable off-season uses and develop a practical strategy that maximizes land value while maintaining long-term sustainability.

**Overall Objectives**

Accordingly, the client is seeking support across two key areas:

- 1) Improving water use efficiency and securing sustainable water availability through an investment-ready roadmap that supports long-term growth across beet farming.
- 2) Identifying commercially viable off-season land use options and developing a practical strategy to maximize land value.

## Specific Objectives

### Related to Water Intensity Reduction Program

- Secure long-term water availability for expansion by increasing water use efficiency across beet farming and mill operations
- Identify commercially viable opportunities to reduce irrigation and process water use while maintaining or improving yield and sugar recovery.
- Identify alternative water resources (if feasible)
- Develop a phased, investment-ready roll-out strategy aligned with water constraints, permitting requirements and growth plans.

### Related to Off Land Use Analysis

- Select best summer rotation crops, multi year rotation/ farming system, considering profitability, complementarity with sugar production, operational feasibility, water usage, soil impact
- Compare the Pro's and Con's of land leasing versus farming
- Develop a roll-out strategy & risk management strategy, financial projections and evaluate capex and opex requirements, staffing requirement, equipment etc. for farming, or a land leasing strategy if this turns out to be more attractive

## Scope of the Project

The Consultancy Assignment will involve:

- Data collection and full water baseline (farm and mill)
- Benchmarking and performance diagnostics
- Intervention identification and concept designs (prioritized opportunity register)
- Quantification, business modelling and investment cases (including scenario-based payback and returns)
- Future water availability and sustainable abstraction envelope
- Phased implementation roadmap
- Development of a crop selection matrix with clear criteria
- Shortlisting of 4-5 crops using the matrix, market research, simple profitability calculations etc.
- Farm visit to assess land, farming practices, skills, irrigation systems, equipment, logistics etc.
- Gathering of benchmark data for production cost and yields for shortlisted crops in similar conditions
- Market research: finding large potential offtakers for crops
- Land leasing potential: finding large interested parties, assessing market related revenues etc.
- Business modelling of 4-5 crops and up to 3 crop rotation scenarios
- Comparison of leasing versus farming
- Development of a summer crop roll-out strategy or land leasing strategy



**Expert Minimum Requirements**

- At-least a Degree in Business, Agricultural / Agri-business Economics, Business
- 10-15 years in agricultural economics / agribusiness
- Strong financial modelling (costs, yields, scenarios)
- Experience in crop economics & benchmarking
- Market analysis
- Strong analytical and stakeholder engagement skills

**Key Skills and Experience:**

- Experience working with international organizations.
- Ability to work independently and as part of a team.
- Attention to detail and strong organizational skills.
- Proficiency in English written and verbal skills.
- Efficient partner- and client-oriented working methods
- Interdisciplinary thinking