

Market consultation CBI project 117304 / ET2331 Ethiopia FFV

Project support and advice for project “Transitioning Ethiopian Horticulture to a Sustainable Export Alternative Fresh Fruit and Vegetables sector in Ethiopia”

Organisation: The Netherlands Enterprise Agency - Centre for the Promotion of Imports from developing countries (CBI)

The Netherlands Enterprise Agency (in Dutch: Rijksdienst voor Ondernemend Nederland, RVO) supports private and public organizations with funding, international business partners, knowledge, and regulations. More information about RVO can be found on: <http://english.rvo.nl/>.

This specific assignment has been commissioned the Centre for the Promotion of Imports from developing countries (CBI). CBI is a department of the Netherlands Enterprise Agency and is commissioned by the Ministry of Foreign Affairs of the Netherlands. CBI aims to strengthen the economic, social and environmental sustainability of SMEs in developing countries, by helping them to export to Europe and regional markets. More information about CBI, how we work and our projects can be found on our website www.cbi.eu.

Purpose of the market consultation

The purpose of the market consultation is to identify and assess interest of experts available in Ethiopia who can contribute to the CBI project “Transitioning Ethiopian Horticulture to a Sustainable Export Alternative Fresh Fruit and Vegetables sector in Ethiopia”.

Extent and duration

The project will start as soon as the tendering procedure has finished (indication February/March 2022) until December 2025.

Budget indication

Maximum 110.000 EUR excluding Dutch VAT and including local taxes and travel costs.

Purpose of the project

The ambition of CBI project is to contribute to the transition to a productive and sustainable sea freight oriented fresh fruit and vegetables (FFV) export sector in Ethiopia. The key driver of this sustainable transition will be the shift from an air freight oriented export sector towards a sea freight oriented export sector, which will result in sustainability and competitiveness gains for the sector. The project will work with a group of SMEs in the Ethiopian FFV sector, as well as with the broader ‘export enabling environment’ of the Ethiopian FFV sector.

For this specific position, a consultant is requested, who will work with CBI’s international sector experts and programme manager on implementation of the project. He/she will play a central role, identifying the needs of actors in the sector and possible solutions for these needs, and bringing in a network and inside knowledge on the Ethiopian horticulture sector and its stakeholders. The expert will support and implement project activities related to business export coaching and CSR coaching of SMEs, institutional development, sector alignment and sector service delivery support; and will work with various stakeholders in the horticulture sector in Ethiopia (farmers, companies, associations, logistics providers, ministries and governmental agencies, NGOs).

The main activities for the consultant under this project are:

- 1) Be the main contact for the SMEs participating in the project in Ethiopia, keep close contact with sector stakeholders regarding their participation in the project’s interventions, and act as linking point between the Ethiopian FFV sector and CBI staff and consultants.
- 2) Work specifically on Corporate Social Responsibility (CSR) related topics, by informing and training SMEs on this, and carrying out CSR company audits for CBI (when needed jointly with an international CSR expert). Relevant CSR topics include decent work, climate, environment, occupational health & safety, and specific certifications for the sector.
- 3) Support the international consultants in carrying out company audits, coaching and training, especially in situations with limited international travel, where training and coaching has to be done from a distance (via video calls or telephone).

- 4) Logistical support, including organizing, facilitating and monitoring meetings in Ethiopia. It is therefore important that the organizer is physically present in the country and during the meetings.

Required Skills/ Experience

The consultant(s) should show that they:

- Have a demonstrated network in the Ethiopian FFV sector, which can be used for the benefit of this project.
- Have experience with working with SMEs in the Ethiopian FFV sector and excellent ability to arrange and facilitate business related issues in the local context.
- Have proven knowledge of Corporate Social Responsibility (CSR) challenges, standards and certifications of the FFV sector, and the specific themes relevant in the Ethiopian context (such as environmental and labour laws).
- Have experience with logistical support such as facilitating and hosting (multi-)stakeholder meetings, trainings and workshops.
- Are capable to be present at location in Ethiopia upon demand during the project period.
- Are proficient in English and Amharic and have excellent communication skills in both.
- Have experience in working for international companies, donors, or NGO's.

Application procedure

Based on the market consultation, RVO can decide to start a procurement procedure. Interested companies/consultants can be invited to this procedure. When multiple companies/consultants respond, there can be a random supplier selection. It is anticipated that this procedure will result in a framework agreement.

In case of a follow-up process, no distinction will be made between parties that have or have not participated in the market consultation.

Interested companies / consultants are invited to respond if they are interested to Ms. L. Pepping by e-mail Liesbeth.pepping1@rvo.nl with a copy to Ms. A. van der Woude: awoude@cbi.eu.

Please include your company information, address, a short motivation letter and your curriculum vitae (CV).

The deadline for responding to this notification is set at **24th of December 2021, 10.00 am CET**.

Yours sincerely,

Liesbeth Pepping
Consultant Procurement