

Market orientation
IUC nr.: 202304121

Notification: Expert for local coordination and specialized support of Business Export Coaching activities in the processed mango sector in Burkina Faso

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

The Netherlands Enterprise Agency (in Dutch: Rijksdienst voor Ondernemend Nederland, RVO) supports private and public organisations with funding, international business partners, knowledge, and regulations. More information about RVO can be found on: www.rvo.nl and <http://english.rvo.nl/>. This specific assignment has been commissioned by CBI, part of RVO.

The Centre for the Promotion of Imports from developing countries (CBI) is a department of The Netherlands Enterprise Agency and is commissioned by the Ministry of Foreign Affairs of the Netherlands. CBI supports SMEs in developing countries with, among others, export coaching, business coaching and coaching on Corporate Social Responsibility issues.

More information about CBI, how we work and our projects can be found on our website www.cbi.eu.

Purpose of the market orientation

The purpose of the market orientation is to identify a coordinating expert present in Burkina Faso who can contribute to the project "Local coordination and specialized support of Business export coaching activities in the processed mango sector in Burkina Faso".

Extent and duration

The expert will start as soon as the contract is signed, until June 2025. After June 2025 there is a possible extension of the contract of a maximum of twelve (12) months, which will be used if the project itself is further extended into 2025.

Budget indication

Maximum 65.000 EUR excluding Dutch VAT and including local taxes and travel costs.

Purpose of the project

The processed mango programme is taking place in Burkina Faso, and the north of Ivory Coast (region of Korhogo) and runs from 2020 until 2024.

Activities and interventions of this project are focusing on the processed mango, which includes dried mango, juices, frozen mango, jam and puree. The different interventions will be centered around 4 pathways:

1. Professionalization of the Mango Processing Companies (SMEs) (technical support) with interventions such as technical training and coaching to enhance the production capacity.
2. Professionalization of the Mango Processing Companies (SMEs) (business support) with interventions such as training on formulating a sound business strategy and investment planning or coaching on getting the supply chain certified (HACCP).
3. Strengthening the Export Enabling Environment (EEE) in the three target countries
4. Increasing EU Market connections.

The assignment revolves around pathway 1 and 2. The focus will be on specialized support to the international BEC (Business Export Coaching) coach and preparations of content workshops and meetings focusing on specialized expertise such as follow up of certification pilot, gender focus groups, compost pilot, cost benefit analysis, sales & marketing, CSR support, HRM monitoring and recruitment support. The expert will be requested to co-facilitate workshops, collect necessary data at the level of the participating companies for monitoring purposes and provide support to recruit other experts available in Burkina Faso.

Overall, the required expert will have a coordinating role, meaning, he / she will have a good oversight of the activities undertaken by potential other recruited experts on the ground (such as a gender expert in Burkina Faso).

Required Skills/ Experience

The expert or company should indicate that they:

- Have a demonstrated network in the processed mango sector and possess knowledge of processed mango stakeholders (a.o active NGOs, government institutions, processed mango private sector);
- Have a demonstrated network of relevant local expertise (logistics, gender etc) to engage upon demand;
- Have experience in identifying new experts available in Burkina Faso, if these are not present in current network;
- Have experience with logistical support such as facilitating and hosting (multi-)stakeholder meetings and workshops;
- Have experience with project coordination and planning;
- Have experience in hosting and conducting workshops;
- Is capable to be present on location in Ouagadougou or Bobo Dioulasso upon demand to be able to arrange logistics and workshop facilitation;
- Have experience with coaching of SMEs;
- Have experience with budget management;
- Is proficient in French;
- Demonstrates gender sensitivity;
- The maximum daily rate is 325 EUR excluding Dutch VAT and including local taxes.

Application procedure

As a result of the market orientation, the organization (RVO.nl) can decide to start a follow-up process. Interested parties can be invited to this process to submit a proposal.

It is anticipated that this process 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 orientation.

Interested companies / consultants are invited to respond if they are interested to Mr Thomas van Oudheusden by email via Thomas.vanoudheusden@rvo.nl.

Please include your company information, address and your curriculum vitae (CV).

The deadline for responding to this notification is set at 24 May 2023.

Yours sincerely,

Thomas van Oudheusden
Senior Consultant Procurement

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Procurement Office
Ministry of Economic Affairs and Climate Policy
Netherlands Enterprise Agency