



Terms of Reference

Training for trading agents facilitating the export of livestock and livestock products in the IGAD region

Background

IGAD region is rich in livestock resources; it is an important means for livelihood; nutrition and income. The region has been exporting live animals and meat to the Middle East and North African (MENA) countries meeting only 50% (live animals) and less than 10% (meat) of the market demand despite the many opportunities we have over our competitors

The MENA countries have a big demand for livestock and livestock products with an estimated population of 600 million people that is expected to grow to 870 million by 2025. The market share from IGAD region can be improved substantially if the exporting countries enhance TADs control, sustainable supply of marketable animals; business skill and undertake proper documentation among others requested by importing countries

One of the recommendations on the 4th IGAD MENA inter-regional CVOs meeting was to assess key gaps observed on trading agents and provide training. IGAD Center for Pastoral Areas and Livestock Development (ICPALD) in collaboration with FAO is planning to develop tailor made training material and provide training for the relevant stakeholders. The successful consultant will develop the training manual and provide the training for those identified by ICPALD in collaboration with the beneficiary member states

Specific objectives

- Undertake desk review of existing literature on proper export documentation and timely submission; good practices on how to reduce the duration required for submission of export documents.
- The training course covers key areas such as proper compilation of export documentation and submission in time; efficient communication; proper coordination among organizations issuing export documents, overview of the import requirements, market intelligence and feedback submission to exporters on product type, volume and price; market promotion among others
- Undertake training for selected technical officers (public and private sectors) in each of two IGAD countries using the developed modules
- Prepare and submit final training modules and training reports

Consultancy Duration and Fees

The consultancy shall commence within 5 (five) days of signing the contract with IGAD/ICPALD. The consultancy period is fixed at a maximum of 15 person-day spread over a period of 2 months.

Requirements

Academic qualifications

Master's degree or above in business development; economics, international trade or any other related field.

Work Experience and Competencies

- At least 10 years work experience in training and mentorship on livestock marketing and related areas
- Experience on livestock trade in IGAD and MENA countries

Other Experience/ Knowledge / Skills

- Demonstrable prior experience in conducting business development
- Experience in partnership development and financing.
- Excellent leadership, organizational and time management skills
- Excellent communication skills including in presentations, report writing and research
- Excellent spoken and written English

Reporting Requirement

- The consultant will work closely with ICPALD's Livestock technical lead and report to the Director of ICPALD,
- The consultant will provide the final report accompanied by electronic copies, raw data and images

Payment Schedule

Output/ activity completed	Payment in percent of the contract amount	Estimated date of completion
Signing of contract and approved inception report	-	Inception report within 7 days of signing the contract
Draft training manual accepted by the ICPALD	40%	Draft manual within one month of start of the assignment
Final draft report accepted by ICPALD	60%	After providing of training and submission of the final training manual and training report

Taxes

The consultant will be responsible for remitting his/her own taxes.

Insurance Cover

The consultant will be responsible for his/her own medical and life insurance cover for the duration of the assignment.

How to apply

Interested candidates should submit their applications accompanied by a detailed CV, copies of both academic and professional certificates; with referees and their interest and ability to undertake this assignment to beverlyne.nyanchera@igad.int; cc procurement@igad.int. All applications should be received not later than April 21, 2022