



**Terms of Reference**  
**Economic Development Consultant**

<b>Organization</b>	Adeso - African Development Solutions, <a href="http://www.adesoafrica.org">www.adesoafrica.org</a>
<b>Project</b>	Economic and Livelihood development Project
<b>Position Type</b>	Consultant-Economic development with specialty on small and medium enterprise / businesses (SME)
<b>Study/Assessment Topic</b>	To carry out technical assessment and Training for the Business Associations and Cooperatives/Project beneficiaries.
<b>Position Location</b>	Somalia
<b>Duration</b>	One Month
<b>Reporting To</b>	Deputy Country Director
<b>Working With</b>	The Program team
<b>Starting Date</b>	Immediately
<b>Application Deadline</b>	29 <sup>th</sup> June 2018
<b>Vacancy Contact</b>	Please send applications to <a href="mailto:consultancy@adesoafrica.org">consultancy@adesoafrica.org</a> – Adeso will only respond to short-listed applicants.

#### **ORGANIZATIONAL BACKGROUND**

Adeso is an expanding and vibrant African based international development and humanitarian organization. At Adeso, we work with African communities who are yet to realize their full potential; working inside these communities to create environments in which Africans can thrive. Our belief that economic, social and environmental security is the bedrock of a healthy community drives the nature and intent of our programming. We work to prevent and overcome situations that adversely affect community well-being by: reinvigorating the economy, developing skills for life and work, providing humanitarian aid, and influencing policy.

For the past 20 years we have strengthened rural livelihoods through environmental awareness, training, technology transfer and innovative humanitarian projects in pursuit of a peaceful, self-reliant, and greener future.

Adeso is an exciting and dynamic organization experiencing managed rapid growth. It offers sound employment conditions with opportunities for personal growth and development.

#### **PROJECT SUMMARY**

Adeso is looking for qualified Economic Development consultant with specialty on smaller community business in rural and per urban settings, women and youths' enterprise development. The consultant will work with the business groups and associations / cooperatives at the project locations in Somalia and provide technical support-including initial assessment and mapping the gaps, providing training to the respective groups. The consultancy period is for 2 months and the successful consultant will provide post training technical support

#### **BACKGROUND FOR CONSULTANCY**

Adeso is currently implementing an Economic and Livelihood development Project in Afmadow and Bardheere (Jubaland), Somalia and the components of the response include; Supporting productive livelihood sectors such as agricultural production and the relevant crop value chains, business enterprise development and the related skills development, the job creation through skills development and training youth on sector based skills. Under the enterprise development, the project will support the smaller community associations/cooperatives on enhancing business development. The project will specifically address the



barriers the business cooperatives/associations are facing, enhance their business skills and marketing. The target groups for the business development are women business associations, youth groups and other business groups at Afmadow and Bardheere. The project will strengthen the business skills through initial training, business mentorship and coaching as well as strengthening linkages to the end markets. The project will support business talent competition among the youths, through a well structured process where all stakeholders and business experts are involved in the process with business grant award to the winning group(s).

### **SCOPE OF WORK**

The Consultant will provide enterprise development technical support to the business associations and cooperatives at the project locations. The incumbent is expected to provide technical initial assessment to map the gaps / challenges facing the business development, growth and linkages with the main markets. While making reference to the project baseline, the economic development consultant is expected to provide needs tailored training, mentorship and coaching to the business groups. The consultant will work with the associations for over a period of 2 months on milestone bases and train TOTs for each of the locations (Afmadow and Afmadow). The initial market assessments indicate food and non-food business types are viable (animal milk business, food stuff, textiles and clothes, non-food items, crops and livestock as potential business the groups are currently practicing).

The consultant is expected to refer to the project baseline assessment report, carry out additional but more focused assessment to the businesses and the challenges facing-productivity, skills and knowledge, the local practice and the governance. Based on these assessments, develop training guide and provide needs tailored training/capacity development to the groups, select few and provide TOTs training. Provide post training follow up support-supportive supervision, fresher training, and sites level advice as appropriate.

### **CONSULTANCY PERIOD**

**One Month.**

### **DELIVERABLES**

- The consultant is expected to deliver in depth analysis of the small and medium community businesses-either in groups, associations, cooperatives or individuals and identify the constraints they currently face.
- The consultant will deliver training to the selected business groups / associations through a tailored approach and address the short term and medium term gaps.
- The consultant will identify potential trainees of trainers and provide TOT training and materials so as to enable continuous coaching and learning among the business groups.
- The consultant will lead the business latent show completion at one of the project location.

### **QUALIFICATIONS**

- Adeso invites suitable candidates to submit Expression of Interest, CV with the relevant experiences and reports of similar work done before as evidence of capacity and skills.
- The candidate(s) must demonstrate in depth practical knowledge of business development in rural and peri urban context.
- At least 6-8 years of hands on experience on business development in similar context



- Having worked in Somalia on similar assignment is essential and qualified Somali candidates are encouraged to apply.
- Profound knowledge in economic analysis of development projects is desirable.
- Ability to assess/review critically the project activities and results.
- Good knowledge and experience in analytical assessment and participatory techniques.

#### **COPYRIGHT AND INTELLECTUAL PROPERTY RIGHTS**

In consideration of the fees paid, the Consultant expressly assigns to Adeso any copyright arising from the works the consultant produces while executing this contract. All images (whether used for online or print purposes) must however bear the consultant's photo credit, as specified by international intellectual property rights. The consultant may not use, reproduce or otherwise disseminate or authorize others to use, reproduce or disseminate such works without prior consent from Adeso.

#### **APPLICATION PROCESS**

All applications should be sent to [consultancy@adesoafrica.org](mailto:consultancy@adesoafrica.org) by the **29<sup>th</sup> June 2018** with **Economic Development Consultant** on the subject line. The selection committee will review all applications as they arrive. All applicants must meet the minimum requirements described above, and those unable to meet these requirements will not be considered.

Each application package should include the following:

- An application letter addressing the selection criteria including how the consultant's previous experience matches the consultancy objectives as well as the interest for the position. It should also indicate the candidate's availability and consultancy rates. The letter should be no longer than two pages;
- A sample of recent work;
- Updated CV including relevant work experience and qualifications;
- Contact details of 2 references.

**Applications not including all of the above information will not be reviewed. Adeso is an equal opportunity employer.**