



REQUEST FOR EXPRESSIONS OF INTEREST

Individual consultant services
(Re-advertised)

LOCAL AND REGIONAL COMPETITIVENESS PROJECT (2016-2019)

Grant No.: TF0A1779

Assignment Title: Business development expert

Reference No.: MK-LRCP-P154263-CS-IC-C4-11/1

The Local and Regional Competitiveness Project (LRCP) is a four-year investment operation financed with a grant from the European Union Instrument for Pre-Accession (IPA II) and administered by the World Bank (WB). LRCP intends to apply part of the grant funds for consulting services under this Project.

The consulting services (“the Services”) include conducting of the evaluation of sub-project (grant) proposals submitted as a part of component 3. of the LRCP. The expert and other TC members will undertake the evaluation and provide a final ranking of proposals to be submitted to the PIU, and then to Cabinet of Deputy Prime Minister for Economic Affairs (CDPMEA) and World Bank (WB). This process will determine which proposed sub-projects receive funding through the Project’s sub-grant scheme. Expected duration of the services is from the end of August till the end of September 2017 for the first round of LRCP call. The expert's services will be needed for the duration of the LRCP, in several phases, depending upon the number of issued calls for which the expert will be informed in timely manner once the dates for call for proposals are confirmed. The contract will be signed for the duration of the project, but the work for each phase would commence subject to satisfactory performance during the preceding phase.

The detailed Terms of Reference (ToR) for the above referenced consulting services is posted on the website of the Local and Regional Competitiveness Project (LRCP) at <https://lrp.mk>

The LRCP now invites eligible individual consultants (‘Consultants’) to indicate their interest in providing the Services. Interested Consultants should provide their Expression of Interest (letter of interest, CV and other relevant document/information in English language only) demonstrating that they have the following required qualifications and relevant experience to perform the Services:

- University Degree in Business Administration, Economy, Finance, Accounting; Master’s degree would be an advantage;
- Minimum 10 years of professional experience in the field of business development;
- At least three years’ experience working internationally or on international projects;
- Sound understanding and experience of working in Macedonia and/ or the region ;

- Understanding of market constraints to meeting market demands (including constraints in government policy, procedures, and institutional capacity; gender-related challenges and opportunities; finance, marketing product offering and other necessary support services;
- Experience of general business procedures such as sales and marketing, operations, inbound logistics, Information Technology, human resources, and/or business financing;
- Experience in evaluating/upraising project proposals/grants;
- Experience in the field directly to business coaching, business consulting and/or management of business development projects;
- Experience in financial analysis and/or planning;
- Excellent understanding of tools for financial evaluation, such as the break-even points, cash flows, and ratios.
- Experience in preparation of socio-economic analyses, business plans, strategies for local, regional or national sustainable development, studies for business development, labour etc.;
- Excellent communication skills and ability to write reports clearly and concisely;
- Computer skills: full command of Microsoft applications (word, excel, PowerPoint) and common internet applications;
- Excellent knowledge of English.

The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank's Guidelines: Selection and Employment of Consultants under IBRD Loans and IDA Credits & Grants by World Bank Borrowers dated January 2011, Revised July 2014 ("Consultant Guidelines"), setting forth the World Bank's policy on conflict of interest.

A consultant will be selected in accordance with Section V. Selection of Individual consultants set out in the Consultant Guidelines.

In accordance with article 1.9. (Conflict of Interest) from the above mentioned Guidelines, Consultant shall not be hired that would be in conflict with their current obligations as members of the Project Steering Committee or applicants for Project Sub-grant scheme, or that may place them in a position of being unable to carry out the assignment in the best interest.

Candidates who have applied on the previously advertised Request for Expression of Interest will be notified of the re-advertised REoI and will be taken in consideration in the selection process, therefore they are not obliged to re-apply on this announcement.

Further information can be obtained at the address below during office hours from 8:30 – 16:30 hrs local time.

Expressions of interest must be delivered in a written form to the address below (in person, by mail, or by e-mail) by **July 20, 2017 before 16:00 hrs** local time.

Project Implementation Unit
 Local and Regional Competitiveness Project
 Attn: Ana Efremova, Project Director
 (Ref. No.MK-LRCP-P154263-CS-IC-C4-11/1)
 Str.Guro Gjakovic 60/1, 1000 Skopje
 Tel: +389 (0) 2 3253 818
 E-mail: procurementlrp@gmail.com