

TERMS OF REFERENCE (TOR)

Business Consultant for the BIA for Mountains and Islands Program.

Project Title: Business Incubation and Accelerator (BIA) for Mountains and Islands Program.

Client/Organisation: Yunus Environment Hub Philanthropy gGmbH

Location: Uganda, Ethiopia, The Philippines, Kyrgyzstan, Nepal, Mongolia.

Project Start: February 2024

Project Duration: 10 Months

Working days: 6 days per beneficiary.

Total working days per country: Min. 24 days | Max. 36 days.

Service Delivery: Support the acceleration phase of the program.

Reference Number: YEHP23-06

We are looking for Business Consultants to support the acceleration and commercialisation of the Business Incubation and Accelerator (BIA) for Mountains and Islands grant beneficiaries in Uganda, Ethiopia, The Philippines, Kyrgyzstan, Nepal, Mongolia. The successful candidates (one per country) must be based in the country selected.

Yunus Environment Hub (YEH) is the global social business network creating solutions for the environmental crisis. Co-founded by Nobel Peace Prize Laureate Prof. Muhammad Yunus, YEH supports and develops social business solutions addressing environmental issues in a financially self-sustainable way. Focus areas are solutions for improved waste management & sustainable plastic recycling, circular economy, carbon neutrality, biodiversity, sustainable agriculture, access to clean water and clean energy.

The Mountain Partnership Secretariat of the Food and Agriculture Organization (FAO-MPS) and the United Nations Development Programme (UNDP) Global Environment Facility (GEF) Small Grants Programme (SGP) have launched an initiative Business Incubator and Accelerator (BIA) for Mountains and Islands with the objective to increase the resilience of mountain and island communities through the enhancement of innovative entrepreneurship in different value chains (e.g. agriculture, textiles) by providing grants, technical assistance and capacity development.

BIA for Mountains and Islands is being implemented in the following countries: Dominican Republic, Guatemala, Fiji, Kyrgyzstan, Ethiopia, Mongolia, Nepal, Peru, The Philippines and Uganda. This agreement will focus on 6 countries that is Uganda, Ethiopia, The Philippines, Kyrgyzstan, Nepal, Mongolia and a consultant will be selected for each country.

The selected consultants will implement the acceleration phase of the program, with the aim to provide the following services.

1. Analysis of the business proposal and of the technical needs presented by each beneficiary organisation.
2. Preliminary diagnosis to draft a business development strategy.
3. 12-month technical assistance for the implementation of the business development strategy.
4. Gathering of baseline data related to social, economic and environmental indicators at the closure of the acceleration phase.

Scope of Work.

1. Review of selected beneficiaries business proposals and technical needs (4 – 6 beneficiaries).
2. Conduct a preliminary diagnosis to guide the drafting of the business development strategy.
3. Prepare a 10-month business development strategy for each of the beneficiaries.
4. Conduct and carry out 10 coaching sessions (a mix of online & physical sessions with at least 2 being physical) for each of the beneficiaries.
5. Prepare monthly country progress reports.
6. Support and facilitate the applicants to access new market linkages for their products.

Qualifications.

- Min. 5 years of experience in business advisory related to producer organisations and implementation of capacity building programs and technical assistance provision.
- Bachelor's Degree in economics, supply chain management, agriculture or business-related fields.
- The candidate should possess a strong background in business plan development, budgeting, and technical assistance delivery. Additionally, the candidate should be adept at collecting and analysing data and have a deep understanding of social, economic, and environmental indicators that impact businesses success in the select country.
- Experience in managing complex projects with multiple stakeholders and possess excellent communication and interpersonal skills. This includes the ability to manage a variety of sessions throughout the program, provide individualised support to each beneficiary, and make informed recommendations.
- Experience and understanding of how to make producer organisations investment-ready and unlocking markets is an added value.
- Entrepreneurial mindset and solution-oriented business acumen.
- High proficiency in communicating with different stakeholders from different systemic backgrounds.
- Knowledge in agricultural and textile value chains.
- Expertise in topics such as circular economy, sustainable innovations are a plus
- Language requirements: fluent in English (spoken and written) and the local languages.

Application.

Your offer should include.

1. Technical description detailing your understanding of the task and how you are going to deliver the services & relevant references. Ensure your technical proposal captures the following details.
 - i. You full name and address.
 - ii. Tax ID Number.
 - iii. The TOR Reference number.
 - iv. Country you are applying for (limit your application to 1 country out of the 6).
2. A detailed financial offer **per beneficiary** capturing your day rate. In the financial offer include €380 per beneficiary for transport & accommodation. The financial offer should be in Euros and inclusive of all costs & taxes.
3. Your CV as an attachment to the technical proposal.

Your offer should not exceed 5 pages. Excluding the attachments.

We are looking forward to receiving your offer. You are advised to use this link to generate the forex rates: [Exchange rate \(InforEuro\) \(europa.eu\)](#). Selection will be based on both technical bid and financial offer. Payment will be upon successful delivery of all services, reports and submission of an invoice.

Please send your offer by e-mail to tenders@yunuseh.com latest by 2nd Jan 2024. Questions can be directed to the same email address. Please note that your offer should be valid for at least 2 months from the date of submission.