Title: Senior Business and Process Advisor (multiple positions)

Job Category: International and Local Consultant

Location: South Central Somalia

Duration: 65 days (Working days)

Background:

Growth, Enterprise, Employment and Livelihoods (GEEL) is a 5-year USAID-funded project designed to promote and facilitate inclusive economic growth in Puntland, Somaliland and other existing and emerging federal states. The project is currently focusing on the agricultural sector, fisheries and renewable energy. It will also seek to strengthen the business enabling environment through improving access to finance, policy and regulation, and business development services. Particular focus will be given to increase the participation of women and youth in the economy as entrepreneurs, employers, and employees.

GEEL has developed an investment pipeline which contains 19 investment prospects requiring a total potential investment of between $44,450,000 and $59,850,000, including 17 which are likely to be for at least $500,000. The investment priority is now to assist these prospects to obtain the external investments which they need. Assisting basic agricultural and fisheries production without addition of a value chain will only result in expansion of subsistence farming and fishing. GEEL priority in year 3 will be to assist 10 of the 19 businesses which are further up the value chain and engaged in food and drink processing and distribution. This will create channels to market for primary agricultural and fisheries producers, stimulate demand for their products, expand and safeguard employment in primary production, and create higher quality jobs in secondary processing and distribution.

Objectives:

The objectives for this assignment are to complete the following:

- Provide business assessments for businesses seeking GEEL technical support, investment support and grants.
- Prepare business and financial plans and support business and financial planning for businesses seeking GEEL technical support, investment support and grants.
- Review food and drink processing, distribution, supply chain and renewable energy businesses and provide technical support.
- Support and mentor GEEL Finance and Investment Specialists and Value Chain Specialists regarding business assessments, business plans and financial plans.

Rationale:

GEEL is supporting a wide range of businesses and has mainly provided them with technical support with a primary producer focus on agriculture and fisheries. 19 businesses have now been identified which require significant investment. Experienced assessment is needed of their businesses, and of other businesses that GEEL is supporting, to guide their overall strategy and development, and focus and plan GEEL support for them. 10 of the 19 businesses are food and drink processing or distribution businesses.
Somalia Growth, Enterprise, Employment & Livelihoods (GEEL) Project

which require technical support from a food and drink processing specialist with experience of the supply, processing and distribution parts of the value chain. When businesses are ready for investment, robust business and financial plans are needed to support grant and loan applications and investment pitches.

Responsibilities:
The Senior Business and Process Advisor will support and work with the Finance and Investment and Value Chain teams. Work will be based in Central/South Somalia, with visits to Puntland and Somaliland to engage directly with businesses and to understand their operating environment. Some support will be provided remotely from the United Kingdom. Responsibilities will be:

1. Visit businesses and meet with management and owners.
2. Prepare business assessments for businesses seeking GEEL technical support, investment support and grants.
3. Prepare business and financial plans and support business and financial planning for businesses seeking GEEL technical support, investment support and grants.
4. Review food and drink processing, distribution, supply chain and renewable energy businesses and provide technical support.
5. Support and mentor GEEL Finance and Investment Advisors and Value Chain Advisors regarding business assessments, business plans and financial plans.
6. Work as required in Somalia based in Mogadishu. Visit businesses throughout South and Central Somalia, Somaliland and Puntland. Work remotely from the UK and France when on-site presence is not required.

Deliverables
The following deliverables will be required under this assignment:

<table>
<thead>
<tr>
<th>Deliverable</th>
<th>Timeframe</th>
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<tbody>
<tr>
<td>1. Provide 6 business assessments</td>
<td>During the assignment</td>
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<tr>
<td>2. Provide 6 business and financial plans</td>
<td>During the assignment</td>
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<tr>
<td>3. Provide technical support to 6 processing, supply chain and distribution businesses</td>
<td>During the assignment</td>
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<td>4. Provide trip report</td>
<td>By the end of the assignment</td>
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Reporting
The Business Consultant will report to the Finance and Investment Director.

Qualifications
1) Bachelor’s degree in business studies or related field

Knowledge and experience
1) Minimum of five years’ experience of business and financial planning.
2) Minimum of five years’ experience of food and drinks processing businesses and their distribution and supply chains.
3) Experience of agriculture and fisheries sectors.
4) Experience of renewable energy projects.
5) Knowledge of business analysis techniques including value chain analysis and business process re-engineering.

Skills
1) Ability to engage effectively with, and guide, business owners and senior managers.
2) Ability to analyze and address complex business issues.
3) Ability to write concise and accurate reports.
4) Excellent computer skills including use of Word and Excel.
5) Willingness to work in Somalia.

How to apply:
Interested applicants who meet the above requirements can submit updated CV and cover letter to Jobs@sogeel.org with subject line specifically indicating location: Application for Senior Business and Process Advisor.

Deadline by 8th November 2017