



## TERMS OF REFERENCE

**TA position:** Business Partnership Expert (International Expert<sup>1</sup>)  
**Estimated duration:** 9 months – with potential for extension  
**Estimated starting date:** December, 2021  
**Duty station:** Lusaka, Zambia

**Link for application:** [https://cv.niras.com/job\\_details/6152](https://cv.niras.com/job_details/6152)

### Description

The Accelerated Growth for SMEs in Zambia Programme (AGS Programme, AGS) is a Ministry for Foreign Affairs of Finland funded private sector development initiative. It aims to support SMEs, start-ups and micro enterprises to improve competitiveness and to accelerate their growth, as well as to strengthen business partnerships between Zambia and Finland. It is anticipated that enhancing the MSME (micro, small and medium enterprise) sector will expand their contribution to job and wealth creation and Zambia's economic diversification aims in line with the Seventh National Development Plan (7NDP). The AGS will achieve its objectives by providing business development services, capacity building and access to market as well as through creating partnerships between MSMEs in Zambia and in Finland.

<https://agsprogramme.org/>

The expected Impact of the AGS Programme is: Improved competitiveness and accelerated growth of MSMEs in Zambia and strengthened business partnerships between Zambia and Finland.

AGS Programme is planned with business-oriented approach to increase cooperation between Zambian and Finnish stakeholders aiming that cooperation and development processes started with the Programme would continue also after the Programme ends. Thus, the Programme, in addition to contributing to the impact level, would also support the transition towards more commercial and business focused collaboration between Zambia and Finland.

MSME Business Partnership Expert (BPE) is responsible for KA 4, 5, and 6 strengthening the business partnerships between Zambian and Finnish companies, and promoting investment into Zambia by Finnish companies.

The portfolio will include KA4: Enhancing Business Linkages and Partnerships, Locally, Regionally and with Finland; KA5: Supporting co-creation and innovation projects between Zambian and Finnish entities, KA6: promoting access to local, regional and international markets for selected Zambian businesses, and the Zambian market for Finnish businesses.

### Key Roles and Responsibilities:

- Main responsibility of all partnership building activities
- Engaging with Zambian and Finnish companies to catalyse business partnerships and joint business opportunities
- Identifying opportunities for development of business linkages between Zambian MSMEs and large Zambian companies or with Finnish private sector.
- Working in close collaboration with Home Office Expert to plan business partnership activities and responsibility for events organized in Zambia
- Main responsibility for feasibility study calls for proposals

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<sup>1</sup> International positions are open for International and Zambian experts with international experience

**Qualifications:**

- Master's degree in economics or other relevant field for the position
- Minimum of 10 years of relevant professional experience
- Excellent working knowledge of English language
- Hands-on experience in working with different MSME segments (micro, start-ups, SMEs) on business partnerships
- Experience in collaboration with companies, universities and/or research centres
- Knowledge and experience of Finnish private sector and private sector development as well as Finnish private sector development instruments.
- Understanding of gender issues, responsible business principles and their application to private sector development programmes (e.g. the UN Guiding Principles of Business and Human Rights)
- Strategic thinking and operational planning capabilities
- Proven ability to work autonomously and in teams, and in a multi-cultural work environment

**Deadline For Applications**

15<sup>th</sup> October 2021