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Contractor Opening No.: ITC/CIC/43/2022

Date: 06 September 2022

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The International Trade Centre is looking for a/an:

**Africa Fashion and Textile Accelerator Network (Africa FAN)**

Division/Section:	Division of Sustainable and Inclusive Trade, DSIT/GIVC
Type of assignment:	International Consultant
Type of contract:	Delivery Based
Duty Station:	Home-Based
Duration of assignment:	October 2022 - December 2022
Application period:	07.09.2022 – 06.10.2022 (extended)

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## Terms of Reference

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### **BACKGROUND:**

The International Trade Centre (ITC) is a joint agency of the United Nations and the World Trade Organization for trade-related technical cooperation in developing countries. ITC assists small and medium-sized enterprises in developing and transition economies to become more competitive in global markets, thereby contributing to sustainable economic development within the frameworks of the Aid-for-Trade agenda and the Sustainable Development Goals.

African Fashion and Textile Accelerator Network (Africa FAN) project is part of the Special Initiative Training and Job Creation by the Federal Ministry for Economic Cooperation and Development (BMZ) to contribute to the implementation of the Marshall Plan with Africa and the investment partnership G20 Compact with Africa. The project directly contributes to the targets of the Special Initiative, which seeks to create employment by increasing private sector investment and strengthening medium-sized companies in Africa. The project aims at strengthening market linkages between European and African textile and apparel companies. The project will facilitate the production of quality samples and eventually trial orders by suppliers from Morocco, Senegal, Ethiopia, Ghana and Côte d'Ivoire for European and African textile and apparel companies. By promoting matchmaking opportunities between African textile and apparel producers and European retailers and brands, the project contributes to boosting exports and creating jobs. This project is the continuation of the Africa FAN Phase 1 that was implemented between January 2021 to May 2022.

ITC's Green and Inclusive Value Chains (GIVC) Section implements the project in collaboration with Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH. Under the context of Africa FAN, GIVC is seeking an International Consultant (sustainable fashion sourcing expert) to provide support in the implementation of project activities globally.

### **Description of Duties/Responsibilities**

The Consultant will work under the direct guidance of the Associate Programme Officers of GIVC and Project Managers of GIZ.

The Consultant will have the following duties and responsibilities.

1. Outreach to and liaison with medium to large-sized apparel and textile retailers and brands with a focus of sustainability and ethical trade from EU/UK to promote market linkages with textiles and apparel manufacturing companies from Morocco, Senegal, Ethiopia, Ghana, and Côte d'Ivoire. It includes the following activities:

- a. Identifying and contacting at least 30 apparel and textile retailers and brands from EU/UK interested in expanding or initiating sourcing operations from Morocco, Senegal, Ethiopia, Ghana, and Côte d'Ivoire
  - b. Hold virtual and in-person meetings with suitable companies, provide general information about sourcing opportunities in Africa FAN partner countries and potential support through Invest for Jobs, including the ITC/GIZ project teams
  - c. Compiling information of sourcing requirements (in terms of product specification, quality, and sustainability compliance) and document their interest, current and future sourcing strategies, and their potential role in a joint project for contacted apparel and textile retailers and brands
2. Support matchmaking between local manufacturers and international brands and retailers Coordinating with ITC/GIZ management and local teams in the partner countries on requests of samples and/or trial orders by interested buyers
    - a. Act as the project focal point for UK/EU apparel and textile retailers and brands regarding requesting samples and/or orders from textiles and apparel companies from Morocco, Senegal, Ethiopia, Ghana, and Côte d'Ivoire
    - b. Acquisition of a minimum of 5 EU/UK apparel and textile retailers and brands to place sample and/or trial orders at local suppliers in Morocco, Senegal, Ethiopia, Ghana, and Côte d'Ivoire
  3. Provide general technical advise to the project team and leverage own networks to develop project ideas in the sustainable fashion sector that contribute to the objectives of the Special Initiative: facilitate and support investment and economic engagement of international companies for the sustainable creation of good jobs
  4. Attend bi-weekly coordination calls with the ITC/GIZ project management teams
  5. Regularly update ITC/GIZ teams with opportunities (business and partnership opportunities), risks/challenges, status of activities, results achieved (sales generated etc.)

#### *Copyright*

*The Consultant has to ensure that s/he has obtained the necessary permissions with regard to intellectual property rights required to perform his/her services under this consultancy contract and for the subsequent dissemination by ITC in any form. Documentary proof is to be submitted to ITC. Should any license fee be due for the use of copyrighted materials of third parties, the Consultant shall request the prior written permission from ITC. S/he has further to ensure to obtain accreditation to event(s), if required.*

#### **Expected Outputs and Timelines**

##### **Output 1 (by end of October 2022)**

- Identification of 30 apparel and textile retailers and brands from EU/UK interested in building commercial relationships with suppliers participating in the project's activities in Morocco, Senegal, Ethiopia, Ghana, and Côte d'Ivoire. (The list should be complementary to the project's network of apparel/home textile retailers/brands.)
- Documentation of sourcing requirements and interest in joint project development (including their own role and contributions and potential support of Invest for Jobs) of the identified retailers and brands
- Outreach and coordination with the identified apparel and textile retailers and brands from EU/UK and facilitate (in close coordination with the ITC/GIZ teams) communication between buyers and suppliers to initiate samples and/or trial orders
- Active promotion and support opportunities in the African partner countries through Africa FAN
- Coordination with project team on the work progress and results achieved

**Output 2 (by end of December 2022)**

- Acquisition of a minimum of 5 UK/European apparel/textile retailers/brands to place trial orders at local suppliers in Morocco, Senegal, Ethiopia, Ghana, and/or Côte d'Ivoire or to participate in joint project development like capsule collections with local producers
- Coordination with project team on the work completed and results achieved

**Travel**

- Travel is possible.

**Payment Schedule**

- First payment upon ITC's receipt of countersigned contract, and delivery of Output 1.
- Second and final payment upon delivery of Output 2.
- Fees are subject to the national income taxes, where applicable. If the contract is to be issued in a currency other than USD, the UN exchange rate on the date of the contract issuance will be applicable.

**Skills**

- Excellent communications skills, both oral and written;
- Good understanding of market linkages and global value chains in the Textiles and Apparel sector;
- Recognized industry qualifications;
- Good understanding of market linkages and global value chains;
- Ability to work independently, and to solve problems;
- Competent user of Microsoft Office applications (Word, Excel, Outlook, Power Point).

**Education**

- Undergraduate degree (BA/BSC or other).
- Business administration, trade, international affairs or subject deemed relevant for the assignment.
- Extensive relevant experience may be accepted in lieu of the university degree.

**Experience**

- At least 15 years of professional work experience in textile and apparel sourcing and trading.
- Experience in creating trade opportunities between Textiles and Apparel vendors from developing countries and international buyers (UK and EU) would be an asset.

**Language**

- Fluency in English, French/Spanish/German would be a plus.

*Interested candidates are invited to send CV and Cover Letter before 06 October 2022 (midnight Geneva time) to [AfricaFAN@intracen.org](mailto:AfricaFAN@intracen.org) indicating position title in the subject line.*