

Consulting Opportunity: European Business Development Consultant

Education Development Center's International Development Division (EDC IDD) is implementing five USAID-funded projects in Southeastern Europe, with three of these based in Bosnia Herzegovina, one in Kosovo, and one in Macedonia. Four of these projects have an explicit economic growth focus (Excellence in Innovation, Agricultural Export Promotion Center and Partnerships for Innovation in Bosnia-Herzegovina, and Young Entrepreneurs Project in Kosovo); three have an explicit focus on youth workforce/livelihood development (Partnerships in Innovation, BiH; Young Entrepreneurs Project, Kosovo, and the Youth Employability Skills Network Project in Macedonia). Three of these projects (Excellence in Innovation, Agricultural Export Promotion Center, BiH and Young Entrepreneurs Project, Kosovo) are scheduled to end within the next six months, while the remaining two (Partnerships in Innovation, BiH; and YES Macedonia) are scheduled to conclude in 2015 and 2016, respectively. EDC is interested in deepening its presence and donor base in the region.

EDC is currently seeking a European business development consultant with a background in business development in one or more of the following technical areas: STEM education, instructional technology, youth workforce development, and economic competitiveness, to assist senior decision makers in understanding:

- The array of potential clients in Western, Northeast and Southeast Europe, including bi- and multi-lateral donors, private donors, host country Ministry of Education opportunities, and private companies
- Existing opportunities and emerging trends related to EDC's areas of competitive advantage
- Costs and Requirements for doing business with these clients, as a US-based NGO

The key deliverables include a draft and final report, accompanied by a final presentation, outlining the following:

- Summary descriptions of EDC's key areas of technical expertise and business potential for Eastern Europe
- Summary of opportunities, emerging trends, potential clients over the next 5-10 years.
- Summaries of EDC's key competitors, potential funders, and high value local partners
- Description of registration/application requirements and costs to access key opportunities/donors

The work will be conducted via desk research, site visits to a limited number of Eastern European countries to be recommended by consultant and pre-approved by EDC, and either an in-person or virtual visit with EDC Washington and Waltham senior staff. **The total level of work for this consultancy is 14 days, to be undertaken between July 15-August 20. A full Scope of Work can be provided upon request.**

The following attributes are *required* for this consultancy:

- Demonstrated successful experience (i.e. **winning bids for grants or contracts from donors such as EU, EBRD, World Bank, government ministries, private foundations or others**) leading business development for an international research and development organization

- Demonstrated evidence of active and robust networks amongst variety of non-USAID funders, with strong business development leads that can quickly be acted upon

The following attributes are *desired* for this consultancy:

- Resident in Western, Eastern or Southern Europe
- Fluent in English and at least one other common Eastern European language
- Business strategy and research experience
- Experience with 1 or more of EDC's technical areas: primary/secondary education; youth workforce development; economic competitiveness
- Demonstrated experience with developing and implementing budgets related to 1 or more of EDC's technical areas

To apply, please submit your cover letter and CV to Suzanne Kratzig at skratzig@edc.org no later than July 10, 2013. In your application, please indicate how you meet the requirements for the position, clearly and explicitly citing specific examples whenever possible.