

## The International Trade Centre (ITC) seeks expression of interest of:

### 3 Trade Leaders

#### for a 5-month work placement (Consultancy contract) in Geneva (Switzerland).

*Introduced in 2010, the ITC Trade Leaders Program aims to build capacity of the selected promising young professionals on trade related matters during their 5 months stay at ITC. Applicants from LDCs, LLDCs, SIDS and SSA countries are eligible to apply.*

The Trade Leaders Program is a unique training and working opportunity for 3 outstanding mid-career individuals with at least 3 to 5 years of trade -related experience, with a wish to excel in a career shaping trade policy, bringing together the interests of stakeholders involved, in particular, the private sector.

As the joint agency of the World Trade Organization (WTO) and the United Nations, ITC's expertise in providing effective Trade Related Technical Assistance (TRTA) is targeted at SME's, trade support institutions and policy-makers. In the area of policy support, ITC aims to equip and engage the private sector in least developed and transition economies towards fruitful dialogues with their governments and shaping of an enabling business environment in which new opportunities are seized and challenges of globalisation are overcome. Focus areas of ITC's work in providing policy support entail: trade negotiations and reform processes relating to WTO Accession and Regional Integration, policy-making for export competitiveness.

The Trade Leaders Program is an opportunity for promising professionals to enhance skills and knowledge for a career in trade related decision making for export competitiveness of SME's in their country. Through a personalised approach, including assignment of a "mentor" assessing competencies, interests and aspirations of the participant, a work-programme will be designed that is geared towards achieving desired professional results – for the participant, the parent institution and ITC.

The Trade Leaders Program offers the unique and combined approach of:

- a *training program*, including a two-week induction program within ITC, as well as WTO and other trade related international organisations in Geneva;
- a *work-experience program* tailor-made and customised, with ITC's **Business and Trade Policy** section (2 months), aimed at building a deepened understanding of trade policy making (at the multilateral, regional and unilateral levels) in securing confidence of stakeholders involved, especially the private sector.  
Subsequently and upon mutual agreement, another two (2) months will be dedicated, to building technical know-how and skills in one of the in-house fields of work, and with relevance to their country's trade portfolio, such as: (i) Developing national or sector focused export strategies, (ii) services on supply chain management, (iii) standards compliance and quality management, (iv) trade development focusing on gender, or (v) developing and managing TRTA programs on specific sectors such as coffee, leather, clothing etc. (vi) delivering pro-environment or pro-poor programs, (vii) market research techniques and how they are applied by exporting companies (viii) analysis of non-tariff measures and how they are perceived by exporters as barriers to export
- the training programme will be followed by *mentorship* by senior ITC staff, during and until 12-months after the Program, aimed at meeting expectations and results for the participant and parent institution;
- Exposure to ITC and other trade-related international organisations based in Geneva.

# ITC TRADE LEADERS PROGRAMME

## TERMS OF REFERENCE

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<b>Project:</b>	ITC Trade Leaders Programme
<b>Title of post:</b>	Trade Leader (consultancy assignment)
<b>Duration:</b>	5 months (starting from March 2012, or asap from that date)
<b>Duty station:</b>	Geneva

## BACKGROUND

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## RESPONSIBILITIES

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## QUALIFICATIONS AND EXPERIENCE REQUIRED

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- Between 3-5 years of work experience in trade-related experience, preferably including trade policy;
- Currently employed in a trade related institution, in a policy environment (Government department or Trade Promotion Organization), with approval for a 5-month (paid) secondment in ITC, with guaranteed return to the employer;

- Hold a university degree in international trade, economics or related discipline;
- Demonstrated professional excellence, including strong research and analytical skills, good communicating skills;
- Be a national of one of the eligible countries categorised as: LDC, LLDC, SIDS and SSA.

During the Trade Leaders programme, selected three candidates will be contracted as ITC Consultants with a remuneration rate of 260USD per day, as well as per diem for the first 30 days (as per U.N rules) of their stay in Geneva. Costs covered by ITC include the return airfare of participants.

**TO APPLY:**

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The starting date of the Trade Leaders Program will be 1<sup>st</sup> March 2012, or asap following that date.

Interested candidates should submit the following by email:

- A completed ITC's Personal History Form (PHF), including motivation for the Trade Leaders Program, located at <http://www.intracen.org/aboutitc/vacancies.htm>
- A letter from the applicant's institutional employer covering the following points:
  - Recommending and releasing the applicant for 5 months;
  - Outlining how participation of the concerned employee in the Trade Leaders Program (training and work-experience) will contribute to institutional capacity to deal with issues related to international trade negotiations and trade development;
  - Committing to re-engaging the applicant for at least 12 months upon completion of the training and deployment of the applicant's acquired skills in the delivery of trade policy related initiatives.
- Your ITC-contact for more information: Famke Schaap, Consultant, ITC Business and Trade Policy, at [Schaap@intracen.org](mailto:Schaap@intracen.org) (Tel. +41 (0) 22 7300340)
- Applications should be sent to Ms Cecilia Santos, Assistant, ITC Business and Trade Policy section, at [Santos@intracen.org](mailto:Santos@intracen.org)