

**Terms of Reference:
Textiles and Apparel Expert – International consultant**

Project Title: Textile and Apparel Network for Africa (TANA)

Assignment title: Textiles and Apparel Expert – International Consultant

Duty station: home-based

Travel: possible domestic and international travel

Duration: 30 working days (within 3 months)

Expected start date: 17 May 2021

Expected end date: 17 August 2021

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.

The Textile and Apparel Network for Africa (TANA) 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 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, Tunisia, Senegal, Ethiopia and Ghana for European and African textile and apparel companies.

ITC's Sustainable and Inclusive Value Chains (SIVC) Section implements the project in collaboration with Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH. Under the context of TANA, SIVC is seeking a National Consultant 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 SIVC. The Consultant will have the following duties and responsibilities:

- 1- Outreach to and liaison with medium to large sized apparel and home textile retailers and brands from the EU (except Germany), UK and US to promote market linkages between textiles and apparel companies from Morocco, Tunisia, Ghana, Ethiopia and Senegal. It includes the following activities:
 - Identifying apparel retailers and brands from the EU, UK and US interested in expanding/initiation sourcing operations from Morocco, Tunisia, Ghana, Ethiopia and/or Senegal.
 - Compiling information of sourcing requirements (in terms of product specification, quality and sustainability compliance) of the identified apparel retailers and brands.
 - Coordinating with ITC management and local teams on requests of samples and/or trial orders.
 - Act as the project focal point for EU, UK and US apparel retailers and brands regarding requesting samples and/or orders from textiles and apparel companies from Morocco, Tunisia, Ghana, Ethiopia and Senegal.
 - Acquisition of a minimum of five EU, UK and US apparel and/or home textile retailers and brands to participate in buyer's missions to Morocco, Tunisia, Ghana, Ethiopia and Senegal, confirmed through a commitment letter issued by the apparel retailer or brand
 - Actively contribute to the monitoring and evaluation of the results of the project locally through monthly reports and workshop and events reports following ITC's templates and guidelines
 - Attend weekly coordination calls with the ITC project management team
 - Regularly update ITC Headquarters with opportunities (business and partnership opportunities), risks/challenges, status of activities, results achieved (sales generated etc.) following ITC templates.

Expected Outputs and Timelines

Output 1: Identification and review of apparel and home textile retailers and brands from the EU (except Germany), UK and US interested in building commercial relationships with suppliers participating in the project in Morocco, Tunisia, Ghana, Ethiopia and Senegal. (by 17 June 2021)

Output 2: Outreach and coordination with apparel and home textile retailers and brands from the EU (except Germany), UK and US on requests of sample and/or trial orders to suppliers documented by progress, reports and through regular update calls (by 17 August 2021)

Payment Schedule

- 1st payment, upon receipt of ITC's countersigned contract and after 15 days of work, and on satisfactory progress of duties
- 2nd and final payment after 15 days of work, and on satisfactory progress of duties

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 in business administration, trade or related field.

Experience required

At least 5 years of professional work experience in international environment related to trade in the Textiles and Apparel sector. Experience creating trade opportunities between Textiles and Apparel vendors from developing countries and international buyers from the EU, UK and US would be an asset.

Language

Fluency in English. Fluency in French, Italian and/or Spanish is an asset.

Prospective candidates are invited to submit their application by sending their CV to Mrs Ann-Kathrin Zotz (zotz@intracen.org) and Mrs Ana Batalhone (batalhone@intracen.org) by midnight CEST 23 April 2021.