

## Terms of Reference (TORs)

### **A consultancy to train trade counselors from IGAD Livestock exporting countries based in countries in ECCAS and ECOWAS Regional Economic Communities**

#### **I. Introduction**

AU-IBAR and IGAD are implementing Live2Africa project funded by the European Union and one of the components of the project is to promote live animal and meat trade within the African continent to contribute to the AfCFTA agreement.

IGAD member states have routinely been about exporting 50% of live animals and less than 10% of the annual demand of Middle East and Northern Africa (MENA) countries; propelled by close proximity and particular preference for livestock from the Horn of Africa by MENA countries. The export is often interrupted by frequent trade bans especially by Kingdom of Saudi Arabia, the main importer because of frequent outbreak of trade sensitive diseases such as Rift Valley Fever (RVF) in the region. It is therefore, important to seek for alternative markets away from MENA countries especially in Africa after the launch of the African Continental Free Trade Area (AfCFTA) agreement in January, 2021 which presents a market opportunity of around 1.3 billion consumers. The main objectives of the AfCFTA are to create a single continental market for goods and services, with free movement of business persons and investments, and thus pave the way for accelerating the establishment of the Customs Union.

To realize the dreams of AfCFTA agreement, it is important to train trade counselors from IGAD member states stationed in embassies of other RECs with potential for market for IGAD countries such as ECCAS and ECOWAS. This will build vertical and horizontal integration with national institutions and traders in terms of forwards and backwards information flow between trade counselors, state regulators and exporting private sector.

Under the activity, training will take place in Addis Ababa, Federal Democratic Republic of Ethiopia for two days and conclude with one-day visit to feedlots and export slaughterhouses near the capital city for practical exposure by trade counsellors. The above planned event will contribute to improved market promotion and linkage to enhance livestock and meat trade from the IGAD countries to the rest of African continent, especially ECCAS and ECOWAS countries.

AU-IBAR and ICPALD are looking for the services of a consultant to support the training. The consultant is expected to update the available training manual and tailor it to fit ECCAS and ECOWAS countries' import requirements.

#### **II. Objectives and expected results**

**Objective:** The overall objective of the consultancy is to promote and strengthen business linkages between Horn of Africa countries and ECCAS and ECOWAS countries. Trained trade counselors will assist the private sector in the respective countries through promotion of products at the end markets, providing feedback on the products on demand, price, emerging requirements and import related data.

### **Expected results or scope of work**

Under the overall supervision of Director and Head of Livestock, ICPALD and in cooperation with stakeholders, the incumbent will undertake the following tasks:

- Review the **available training manual for MENA** (animal health and major TADs affecting trade; market facilities including quarantine services, livestock and livestock products markets, import sanitary documentation required and other import requirements), status of regional livestock trade at ECCAS and ECOWAS countries including demand /volume of the products etc
- Review potential future opportunities including AfCFTA initiative and current challenges in the above destination markets and update the trainee with the recommendations on livestock and meat export
- Compile the relevant data and information and conduct a training (3 days) to selected trade counsellors of IGAD member states based at ECCAS and ECOWAS
- Propose modalities of providing feedback and data from ECCAS and ECOWAS by the trade counsellors to the member states and ICPALD

### **III. Methodology**

The following stages will be followed for this assignment:

- a. Review international and regional sanitary and import requirements, trade performances and other relevant documents to enable address the ToR
- b. Review and demonstration of the positive role that Embassy and Consular Trade Counselors can play in promoting and expanding livestock and meat trade from their countries and providing prompt and pro-active government support resolving issues that may arise and are related to livestock and meat export / import trade.
- c. Adapt a tailored-made training manual covering the agreed topics relevant to the trade counselors. If possible, the manual should make use of case studies which can illustrate positive examples of good interventions by Embassy Trade Counselors as well as examples of weak responses and limited support to exporting country.
- d. Develop and agree on the training agenda that encourages interactions
- e. Compile a training proceedings report

### **IV. Deliverables**

- a. Inception report
- b. Adapted/revised training manual
- c. Trained trade counselors
- d. Training report

### **V. Education**

Master's degree in Animal health, veterinary public health or Livestock production or Livestock marketing and Livestock economics or related qualification from a recognized university.

## **VI. Work Experience**

- Understanding and experience on livestock trade in IGAD region and African continent is essential. A minimum of 10 years' hands-on field experience in Horn of Africa / International livestock and meat export trade experience as well as substantial sanitary and phytosanitary regulatory exposure plus a proven record of successfully training of non-professional and professional cadres
- Must be familiar with the development of training manuals and curricula on TADs emergency management, livestock holding grounds and quarantine procedures, and reporting
- Knowledge of the livestock sectors in the IGAD or East African regions will be an added advantage
- Comprehensive understanding of animal health and other relevant emergencies in the IGAD region,
- Excellent skills and ability to articulate ideas in a clear and accurate manner including the ability to prepare reports
- A good command of oral and written English is essential. A working knowledge of French will be an added advantage.
- Good interpersonal skills and ability to establish and maintain effective working relations

## **VII. Selection Criteria**

The selection criteria will include education and work experiences (as described above), a good track record of delivering assignments, experience of working in the IGAD region and familiarity with the livestock production systems, quarantine procedures, animal health, marketing and information sharing and sanitary and halal requirements of the Middle East and northern Africa livestock markets.

## **VIII. Consultancy Location and office accommodation**

For desk review, the consultant will use his/her own office accommodation and facilities

## **IX. Payment Schedule:**

The assignment will be for a period of 14 days at the rate of 300 USD per day

The consultant will be expected to prepare inception report covering methodology for conducting the assignment and proposed time table of activities for discussion and approval by ICPALD and AU-IBAR prior to undertaking the assignment. Payment will be based on execution of work and subject to clearance by ICPALD.

## **X. Travel outside duty station (Home country)**

Air tickets or road transport and Daily Subsistence Allowance (DSA) will be covered based on approved travel schedules and approved by AU-IBAR and ICPALD.

#### **XI. Medical and Insurance cover**

The consultant will be responsible for his/her own medical and life insurance cover for the duration of the assignment.

#### **XII. Taxes**

The consultant will be responsible for remitting his/her own taxes.

#### **XIII. Application deadline**

The deadline for submission of proposals is 31<sup>st</sup> **August 2022, 17.00 hours, Nairobi Local Time.**

#### **IVX. How to apply**

**Applications should be submitted through email to: [procurement@au-ibar.org](mailto:procurement@au-ibar.org)**

Applications should include the following documents:

- a) Detailed curriculum vitae with evidence of prior experience
- b) Copies of relevant academic or professional qualifications
- c) Copy of identification document
- d) Signed declaration on exclusion criteria

**All applicants must** complete, sign and/or stamp the attached **DECLARATION ON EXCLUSION CRITERIA** Form and submit it together with the application. Any application not accompanied by the duly completed DECLARATION form will be disqualified.

A Personal Data Protection and Privacy Statement is also attached as information for the applicants.