

**ITC is looking for:**

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**–National Consultant for cocoa supply chain analysis in Sierra Leone**

Application deadline: 6 November 2107 midnight (Geneva time)

Interviews will be conducted via skype between 14 and 15 November 2017

Assignment will start on the latest on 1 December 2017

Application will be sent to Project Manager – Audrey Gavard-Lonchey at [gavard-lonchey@intracen.org](mailto:gavard-lonchey@intracen.org)

**BACKGROUND:**

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ITC, together with the Centre for the Promotion of Imports from developing countries (CBI), is developing the fourth in a series of programmes embodying their cooperation. The purpose of the fourth Netherlands Trust Fund Programme (NTF IV) is to increase the competitiveness of producers and exporters in selected sectors within priority developing countries. In Sierra Leone NTF IV will conduct value chain development of cocoa and associated crops

The overall objective of the Value Chain and Market options Analysis is to generate in depth information on the cocoa industry and Value Chain in Sierra Leone and international markets. As part of ITC's activities; It is envisaged that an evidence based participatory process will be facilitated in order to present market trends and opportunities for value creation and addition as well current VC capabilities and upgrading options.

Based on this Value Chain and Market options Analysis, ITC, CBI together with the cocoa industry value chain operators and national stakeholders of Sierra Leone will design interventions for the NTFIV in order to contribute most effectively to sustainable economic development through the promotion of exports from Sierra Leone.

**DUTIES**

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In this element, the following aspects of the local industry will be assessed broadly:

- Task 1: The cocoa and cocoa derivatives industry at the national level in Sierra Leone, focusing on key considerations of the enabling environment such as defining national legislation and polices; and identifying national regulatory bodies and support institutions, their roles and capacities. In this regard, constraints, risks and opportunities to production, processing and export to be listed in broad terms.
- Task 2: Industry structure defining the zones and systems of production and processing; availability of inputs; internal marketing structure and actors; access to market information; infrastructure and logistics systems for trade, threats and opportunities for the industry such as competitor crops, social and environmental impacts. To be included are production and trade statistics including number of farmers, processing and exporting companies; production and export volumes and yields; export qualities; internal and export pricing including exchange rate
- Task 3: Support programs deployed in Sierra Leone by donor organizations and multi-national companies and how they affect directly or indirectly the cocoa industry at the institutional, private sector and producer levels.

- Task 4: Capacities of key sector policy and regulatory, and producer representative organisations ( ).
- Task 5: Activities of the private sector within the value chain beginning at the farmer level, listing the most influential entities, their function and level of organisation (ie, federations, associations, cooperatives) covering production, inputs supply, services and finance, processing, logistics and export. Examination of any programmes or initiatives implemented by the private sector on service delivery and relationship building with farmers. This will include establishing the competitiveness of the entities by examining skills, resources, costs and profitability using ITC tools implemented through private public partnerships to ensure accuracy and relevance of data.
- Task 6: A sample characterisation and profiling of cocoa producers with Focus group and the agricultural systems engaged through the application of an abridged household survey or characterisation within a selected representative sample of cocoa producers. Establish, using ITC producer characterization methodology, the economic feasibility, profitability and competitiveness of cocoa production within the farming systems considering associated crops as well as farmer decision making models, risk diversification and income strategies and business aspirations. A specific focus should be done on Ebola situation: are buyers still coming in villages?
- Task 7: In collaboration with ITC expert undertake a profitability analysis of the VC to be complementary of the profitability analysis conducted at global level
- Task 7: analysis of task 1 to 6 to be compiled and synthetic in one report. The analysis should consider social especially poverty reduction and environmental sustainability perspectives to be considered in the assessments and reporting. Of particular importance:
  - Gender roles along the value chain
  - Existence of child labour and decent job
  - Compliance with labour policies, practices and health and safety
  - Environmental protection and climate change adaptation
  - General compliance with standards
- Task 8: will participate in workshops in February and March organised by ITC to present results and in order to collect inputs to be integrated in final document.

#### Methodology:

The analysis will be conducted through both qualitative and quantitative analyses of statistics relating to Sierra Leone production and export as well as semi-structured interviews with firms and institutional actors. The analysis will use existing value chain analyses, market studies, trade statistics, local sector and industry reports and other resources. Interviews conducted with key stakeholders from the institutional environment, including local government agencies and ministries, certification bodies and commercial service providers. Interviews conducted with a representative number of producer associations, processors, agents, traders and exporters. The analysis will include an abridged household survey conducted through a number of farmer focus group sessions determined by the sample size decided.

NB: the report should be presented in a synthetic format with comparative table and to target professional and stakeholders. The report should not be more than 20-30 pages

## **OUTPUTS**

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Deliverable 1: methodology, timeline and questionnaires to collect information for task 1 to 7: Beginning December 2017

Deliverable 2: Data collection: January 2017

Deliverable 3: First draft of comprehensive value chain analysis of the Sierra Leone cocoa bean and derivatives industry, defining the structure, business feasibility and geography of policy, industry support, production, processing, trade and export. The value chain analysis will include findings of a farmer characterisation study, and definition of the industry gaps and opportunities for improvement of the productivity, efficiency and competitiveness of farmers, focusing on improving their economic and social conditions. January 2017

Deliverable 4: Presentation of finding in collaboration with project manager and international consultant in stakeholders workshop: February 2017

Deliverable 5: Final comprehensive value chain analysis March 2017

## **QUALIFICATIONS, COMPETENCIES AND EXPERIENCE REQUIRED:**

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**This assignment can be completed by one or two consultants as different qualifications are required**

1. Msc degree in agriculture and/or rural development;
2. 7 years of experience in cocoa sector especially working with farmers;
3. 7 years of experiences of coca business management
4. 7 years experiences of business environment
5. 3 years of experience in socio economic studies and institutions rapid assessment

## **SKILLS**

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- Highest-level communication skills, including engaging and informative with different publics and formal public speaking;
- Professional presentation skills;
- Interdisciplinary skills;
- Familiarity with Microsoft Word, Excel and PowerPoint.

## **LANGUAGE PROFICIENCY:**

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The national Consultant will be fluent in written and spoken English and in national language

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