REQUEST FOR EXPRESSIONS OF INTEREST
CONSULTANT SPECIALIST IN CORPORATE STRATEGY AND REGULATORY FRAMEWORK DEVELOPMENT

AFRICAN DEVELOPMENT BANK
AFRICA FERTILIZER FINANCING MECHANISM

- Title of the assignment: Consultant specialist in corporate strategy and regulatory framework development.
- Department issuing the request: AHAI/AFFM
- Place of assignment: ABIDJAN
- Duration of the assignment: 45 WORKING DAYS
- Tentative Date of commencement: 1/04/2020
- Deadline for applications: 13/03/2020
- Any questions and requests for clarifications may be sent to: AFFM@AFDB.ORG
- Applications to be submitted:
  For the attention of: AFFM Coordinator
  African Development Bank
  African Fertilizer Financing Mechanism
  Postal Code: 1387
  Town: Abidjan
  Country: Côte d’Ivoire
  Tel: +225 20 26 54 05
  Email: affm@afdb.org

- Brief description of the Assignment:

The African Development Bank (AfDB) for the Africa Fertilizer Financing Mechanism (AFFM) hereby invites Individual Consultants to indicate their interest for the assignment of specialist in corporate strategy and regulatory framework development.

Interested Consultants shall provide information on their qualifications and experience demonstrating their ability to undertake this Assignment (documents, reference to similar services, experience in similar assignments, etc.).

The eligibility criteria, the establishment of a short list and the selection procedure shall be in conformity with the Bank’s Procurement Policy for Recruitment of Individual Consultants. Please, note that interest expressed by a Consultant does not imply any obligation on the part of the Bank to include him/her in the shortlist.
ANNEX I

The Terms of Reference

In 2006, at the Abuja African Green Revolution Summit, the African Union Member States, conceived the “Africa Fertilizer Financing Mechanism” (AFFM), an initiative to improve agricultural productivity by providing financing to debottleneck the use of fertilizers. The Abuja Declaration committed African Union Member States to work together in achieving a very ambitious goal of boosting fertilizer use in Africa to achieve 50 kg/ha nutrients. The Summit charged the African Development Bank (AfDB) with the responsibility of establishing and managing the AFFM.

During the last AFFM Governing Council meeting in Abidjan, Ivory Coast, an important decision was taken to review the framework and the instrument establishing the AFFM. This is necessary due to the considerable changes, which happened in the fertilizer industry since the AFFM framework was prepared, notably increased involvement of the private sector. That review will be followed by an update of the AFFM operational procedures manual as well as the preparation of the AFFM strategy 2021 – 2025. The review of these documents will allow for more clarity, remove discrepancies and complete the AFFM strategic documents for the smooth management of its resources. A Task Force was therefore set up to work with the AFFM Secretariat to review the above-mentioned documents.

In this regard, AfDB is seeking to engage the services of a short-term consultant for the AFFM, with wide experience in corporate strategy, strategic planning and the development of regulatory framework. S/he responsibility is twofold:

A. Develop AFFM 2021-2025 strategy;
B. Review the Framework and the Instrument establishing AFFM.

Objective of the Assignment:

The specific responsibilities include, but not limited to:

- Develop AFFM 2021-2025 strategy:
  i. Conduct a situation analysis of the African fertilizer sector in order to identify and assess the financing needs/gaps that AFFM could fill;
  ii. Gather up-to-date information from existing studies (AGRA, IFDC, FAO, AFM/UNECA etc.) and primary sources such as AFFM Governing council members, fertilizer producers or governmental institutions;
  iii. Review current strategy, and use the analysis of current situation of the sector;
  iv. Conduct a strategic analysis in order to identify AFFM’s strategic capabilities, strategic positioning, competitors, opportunities, and threats;
  v. Issue AFFM’s strategic recommendations (strategic pillars) based on the analysis conducted;
  vi. Provide AFFM 2021-2025 strategy implementation plan;

- Review the Framework and the Instrument establishing AFFM:
  i. Read and understand the current framework as well as the Instrument for the establishment of AFFM and understand its content;
ii. Review the framework and instruments establishing other similar special funds within AfDB, in order to make a comparative analysis and identify areas to be improved;

iii. Identify areas of improvement in order to increase operational synergies between AFFM and AfDB;

iv. Identify areas of improvement in order to fit the market requirements in terms of performance indicators

v. Collect data from the Task Force to orientate the review of the Framework and the Instrument;

vi. Facilitate the Task Force workshops;

vii. Consolidate the AFFM Framework and the Instrument establishing AFFM.

**Reporting Requirements:**

The assignment will be under the supervision of the AFFM Coordinator.

**Qualification and Experience:**

The following minimum qualifications are required:

- The candidate must hold a Master's in Business Administration (MBA) with concentration in Strategy or any other related field;
- Have more than ten (10) years of relevant professional experience with the fertilizer sector, or agriculture sector in project management environment;
- Extensive strategy development experience with demonstrated knowledge of designing and implementing strategic plans for investment projects, particularly within the fertilizer value chain;
- Experience in writing and reviewing regulatory framework for organizations in project management environment, particularly in agricultural financing;
- The candidate must possess pertinent experience working with governmental organizations, private sectors, and national/international development agencies, with a good understanding of key players in the African fertilizer sector. Have a relevant experience within AfDB and be familiar with its operational procedures will be a privilege;
- The candidate must be familiar with strategic direction within the Fertilizer value chain in Africa;
- The candidate must have the ability to produce well researched documents and have ability to write and communicate in one of the Bank’s two official languages, English or French, ability to use both will constitute an added advantage;
- Ability to work independently, to be creative and innovative;
- Demonstrated Integrity and ability to work in team;
- Proficiency in the use of standard Microsoft software, especially MS Office environment.

**ANNEX II**

Please attach an updated Curriculum Vitae using the template below:

**MODEL CURRICULUM VITAE (CV)**

Title of the Assignment:

Department:
Surname:  
First Name:  
Birth Date:  
Nationality:  
Address:  
Country:  
Telephone:  
E-mail:  

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<tr>
<th>Are any of your family members (spouse/partner, father/mother, Brother/sister, Son/daughter, etc. employed in the African Development Bank?</th>
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**Key Qualifications:**

Please provide (i) a summary of your experience and training highlighting the most relevant for the proposed assignment, and (ii) the responsibilities which you exercised. Utilize one half-page maximum.
Education (University Level and above only):

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Professional Training:

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Employment Record:

Begin with your most recent employment. For each job/professional internship, please indicate:

- Name of the Employer
- Type of Activity/Business of the Employer
- Title / Function
- Place of Employment
- Brief Description (three lines maximum) of main accomplishments and responsibilities.
Reference:

Please indicate the name and address (incl. e-mail address if available) of three persons with no family relationship with yourself, familiar with your character and titles.

I hereby certify that the responses which I provided above are all, to the best of my knowledge, true, complete and accurate. I acknowledge that an inaccurate statement or essential omission in a personal declaration or another document required by the African Development Bank might result in the rejection of my application, termination of my Contract or any other administrative sanction by the Bank. The African Development Bank may verify any statements which I made in this application.

Date: ____________

Signature: