

ZIMTRADE

Request for Expression of Interest for the Provision of Consultancy Services

Subject: Grant Fund Mobilisation for ZimTrade. **Description:** Engagement of Consultant to Mobilise Grant Funding for ZimTrade. **Proposal Ref. Number:** ZTD EOI.01/2022.

Background

ZimTrade is the country's national trade development and promotion organisation. The mandate of ZimTrade is to energise Zimbabwe's export growth. In pursuit of this objective, ZimTrade works with existing and potential exporters, including women and youth enterprises, to build their operational capacity and improve the competitiveness of their products on the export market. To create greater capacity for increased support to these exporters, ZimTrade seeks to partner with donors for Grant Funding support. To facilitate the process of engagement of potential donors and mobilisation of funding, ZimTrade seeks to engage an experienced consultant on success-based fee arrangement.

Terms of Reference for the Consultant

The selected Consultant is expected to:

- Conduct a Donor/DCP Mapping exercise and provide a detailed report on potential donors to be engaged, including their areas of interest for engagement approval.
- Engage the potential Donors/DCPs and align their interests to export development and promotion.
- Develop grant proposals and make presentations to potential donors, including motivating a case for sustained partnership.
- Working closely with ZimTrade team, develop and execute fundraising strategy.
- Work with the ZimTrade team in responding to calls for funding proposals.
- Build internal capacity on grants proposal and fund raising.

The minimum criteria for short-listing of the Firm shall entail:

- (i) Registration with the Procurement Regulatory Authority of Zimbabwe (PRAZ).
- (ii) Must have more than five years' experience in managing similar projects.
- (iii) A minimum of three (3) reference letters from traceable organisations, for projects of similar or comparable nature done.

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