



CALL FOR EXPRESSION OF INTEREST

EOI No	EOI-EAGC-2026-002
Issue date	Wednesday, 29 th July 2026
Title	Call for Expression of Interest for a Business Development Advisor
Email address for submission of questions	procurement@eagc.org The email address in the synopsis is the sole point of contact at EAGC for any questions.
Email address for submission of proposals	procurement@eagc.org
Deadline for Receipt of Proposals	August 5 th , 2026, at 1700hrs East African Time
Anticipated Award Type	Fixed Price Purchase Order. EAGC anticipates awarding a contract to the successful bidder for the provision of the specific services or deliverables and is not adjusted if the actual costs are higher or lower than the fixed price amount. Offerors are expected to include all costs, direct and indirect, into their total proposed price.
Basis for Award	An award will be made based on the experience of the consultant to offer similar services. The award will be issued to the responsible and reasonable offeror who provides the best value to EAGC using a combination of technical and cost/price factors.



1. Background

The Eastern Africa Grain Council (EAGC) is a membership not-for-profit organization whose mandate is to develop and promote structured grain trading systems that stimulate backward and forward linkages between the various levels of value chain actors resulting in increased opportunities for the smallholder farmers to participate in formal structured grain markets. To achieve the objectives EAGC implements interventions intended to achieve a more organized marketing system that include developing markets institutions, provision of market information, capacity building and policy advocacy.

EAGC, in partnership with IDH, is implementing the **Growing Together Project** in Ethiopia and Tanzania in collaboration with CIAT and Rikolto. The project seeks to strengthen the competitiveness, resilience and growth of grain sector Small and Medium Enterprises (SMEs) through business development support, market intelligence, trade facilitation, policy advocacy and strategic market linkages.

While project implementation has been coordinated from EAGC's regional office in Nairobi, the absence of a dedicated country-based representative in Ethiopia has created operational challenges in stakeholder coordination, SME engagement, technical follow-up, market linkage facilitation and policy dialogue processes. Continuous in-country support is therefore required to strengthen project implementation and ensure sustained engagement with key stakeholders including SMEs, the Ethiopia Millers Association, government institutions, development partners and private sector actors.

EAGC therefore seeks to engage a qualified **Business Development Advisor** to provide technical and coordination support for EAGC in Ethiopia.

2. Purpose of the Consultancy

The purpose of this assignment is to provide in-country business development, stakeholder coordination and trade facilitation support for EAGC's projects in Ethiopia. The consultant will serve as EAGC's focal point, working closely with the Regional Programs Team to support SME development, member engagement, market linkages and effective implementation of project activities.

3. Objectives

The overall objective is to strengthen implementation of the Growing Together Project in Ethiopia through continuous local presence and effective stakeholder engagement. Specifically, the consultant will:



- Support implementation of EAGC projects in Ethiopia through local coordination and stakeholder engagement.
- Provide business development and market linkage support to participating SMEs.
- Strengthen EAGC's member engagement, market intelligence dissemination, policy engagement and trade facilitation initiatives.
- Support project monitoring, documentation and reporting against agreed work plans and targets.

4. Scope of Work

The Business Development Advisor will serve as EAGC's focal point in Ethiopia and work closely with the Regional Programs Team to support implementation of the Growing Together Project and other EAGC initiatives in the country.

The consultant's key responsibilities will include:

- **Project implementation and SME support:** Serve as the primary contact for project-supported SMEs, providing business development support, coordinating implementation of agreed work plans, facilitating trainings and follow-up, and strengthening market linkages in collaboration with the Regional Team.
- **Stakeholder and member engagement:** Maintain strong relationships with EAGC members and key stakeholders, including the Ethiopia Millers Association, government agencies, private sector actors and development partners, while supporting member recruitment, communication, market intelligence dissemination, policy engagement and trade facilitation activities.
- **Monitoring and reporting:** Support implementation monitoring by maintaining activity records and submitting periodic reports on project progress, outputs, lessons learned and performance against agreed work plans and targets.

5. Deliverables/outputs

The selected consultant will be expected to deliver, among others:

- An inception report and work plan.
- Regular technical and business development support to participating SMEs.
- Coordination of stakeholder, member engagement and trade facilitation activities in Ethiopia.
- Periodic market intelligence and project implementation updates.



- Monthly and quarterly progress reports highlighting achievements against agreed work plans and targets.
- Documentation of key project outcomes, lessons learned and success stories.
- An annual implementation report with recommendations for continuous improvement.

6. Duration of the assignment.

The assignment is expected to run for **one (1) year**, renewable, with three (3) months' probation, subject to satisfactory performance and availability of project funding. The consultant will be based in **Addis Ababa, Ethiopia**, with travel to project implementation areas as required.

7. Qualification and Core Competences of the required consultant

The consultant is expected to meet the following mandatory requirements that will be the basis of evaluation and selection as shown below:

Education

- Bachelor's degree in Agribusiness, Agricultural Economics, Business Administration, Trade, Development Studies, or related field.
- Master's degree is an added advantage.

Experience

- Minimum 5 years' experience in agribusiness, SME development, grain trade, market systems, or value chain development.
- Experience working with private sector actors, associations, and SMEs in Ethiopia.
- Experience coordinating stakeholder engagements and training programs.
- Familiarity with grain trade systems and agricultural market dynamics in Ethiopia.

Skills and competencies

- Strong stakeholder engagement and relationship management skills.
- Excellent coordination and communication skills.
- Experience in business development services and SME coaching.
- Good understanding of market systems and trade facilitation.
- Strong reporting and documentation skills.
- Ability to work independently and manage multiple tasks.
- Proficiency in English required; Amharic strongly preferred.



8. How to Submit Applications

Interested consultants are required to submit an Expression of Interest (EOI) proposal detailing how they will execute the assignment, their capacity, experience in similar assignments, and the costing of the assignment to EAGC through the email: procurement@eagc.org by the close of Business **5th August 2026**.