

Lebanon international consultants' recruitment
TA for the Ministry of Industry / Industrial Research
Institute and the Euro-Lebanese Centre for Industrial
Modernisation (ELCIM)
Location – Beirut, Lebanon
EuropeAid/131887/D/SER/LB

IFOA, as partner of an international consortium, has been invited to tender by the European Union for a project in Lebanon, whose *overall objective* is to support the socio-economic development in Lebanon through the strengthening of its **private sector competitiveness**.

The *purpose* of this project is to contribute to improve the competitiveness of the Lebanese private sector. As such, the share of Lebanese products and services in both local and international markets will increase and *innovation services will be provided to enterprises*.

Project description

The project will provide technical assistance:

- 1) Enterprises can implement more easily innovative ideas (Component A)
- 2) Enterprises and Academia can do better applied research and development (Component B)

The intended *commencement date* is **April 2012** and the period of execution of the contract will be 24 months.

To this regards, we are seeking for the following **key experts**:

- Key expert 1: Team Leader**
- Key expert 2: Food Advisory Expert**
- Key expert 3: Software Industry Expert**
- Key expert 4: Franchising Expert**
- Key expert 5: Institutional Development Expert**
- Key expert 6: Innovation Processes Expert**

For further information on this project and key positions above please send an e-mail to international@ifoa.it

If you would like to be considered for this project and have the relevant skills and regional experience (EU member states, Albania, Bosnia and Herzegovina, Croatia, the former Yugoslav Republic of Macedonia, Kosovo, Montenegro, Serbia and Turkey), please send an updated [EC-formatted CV](#) to international@ifoa.it.

Please register your profile in our [international consultants' database](#)

Please note that in accordance with EU Regulations, all consultants who wish to be put forward as a Key Expert for an EC contract tender must provide documentary evidence of all previous employment included in their CV. The documents that should be presented must either be employers' certificates or references.

The deadline for submission of tender is 10th February 2012

Key experts team

1) Key expert 1: Team Leader

The Team Leader must have the following background/experience:

Qualifications and skills

- **University degree in engineering, development economics or related subjects;**
- **Excellent command of the English language; knowledge of Arabic is considered an asset.**

General professional experience

- **Senior professional with overall professional experience of at least 20 years in economic development, business development and/or related fields;**
- **A minimum of 10 years experience in performing technical consultancy work relevant to the assignment, such as project management, coordination of multi-sectoral activities, evaluation of EC projects etc.**

Specific professional experience

- **Experience for at least 5 years in EC administrative procedures and documentation;**
- **Exp. for at least 3 years as a TL for EU projects in the MEDA region;**
- **Exp. for at least 5 years in dealing with issues related to the development of SMEs and the industrial sector in Lebanon or similar economies;**
- **Exp. on industrial innovation, research and development and entrepreneurial applications, innovation tools and schemes, etc. is an advantage.**

For more details and full job description please send your application to international@ifoa.it by mid January.

Key expert 2: Food Advisory Expert

He/she should have the following qualifications and expertise:

Qualifications and skills

- **University degree in food sciences, food processing, agro-industry or related subjects; Excellent command of the English language; knowledge of Arabic is considered an asset.**

General professional experience

- **Senior professional with overall professional experience of at least 15 years in the agro-food field;**
- **A minimum of 10 years exp. in performing technical consultancy work relevant to the assignment, such as consultancy work with food companies, advising development organizations on food projects etc.**

Specific professional experience

- **Experience as a Food Technologist for at least one similar project in the MEDA region;**
- **Exp. of at least 5 years with SME innovation and competitiveness building actions related to food industry;**
- **Previous work relevant to the assignment in Lebanon or similar economies is an asset;**
- **Exp. of at least 3 years related to the development of the agro-food industry in Lebanon or similar economies.**

For more details and full job description please send your application to international@ifoa.it by mid January.

Key expert 3: Software Industry Expert

He/she should have the following qualifications and expertise:

Qualifications and skills

- **University degree in information technology, software development or related subjects;**
- **Excellent command of the English language; knowledge of Arabic is considered an asset.**

General professional experience

- **Senior professional with overall professional experience of at least 15 years in the ICT field;**
- **A minimum of 10 years exp. in performing technical consultancy work relevant to the assignment, such as support to the development of Software companies, provision of Software training to SMEs etc.**

Specific professional experience

- **Previous work of at least 5 years relevant to the assignment in Lebanon or similar economies is an advantage;**
- **Exp. of at least 3 years related to the development of the software industry in Lebanon or similar economies.**

For more details and full job description please send your application to international@ifoa.it by mid January.

Key expert 4: Franchising Expert

He/she should have the following qualifications and expertise:

Qualifications and skills

- **University degree in business administration, management, economics, law or related subjects;**
- **Excellent command of the English language; knowledge of Arabic is considered an asset.**

General professional experience

- **Senior professional with overall professional experience of at least 15 years in the franchising and business development fields;**
- **A minimum of 10 years exp. in performing technical consultancy work relevant to the assignment, such as marketing, brand-building, licensing, business-concept development, merchandising, training and legal aspects etc.**

Specific professional experience

- **Previous work of at least 5 years relevant to the assignment (such as marketing, brand-building, licensing, business-concept development, merchandising, training and legal aspects) in Lebanon or similar economies is an advantage;**
- **Exp. of at least 3 years related to the development of franchising in Lebanon or in similar economies.**

For more details and full job description please send your application to international@ifoa.it by mid January.

Key expert 5: Institutional Development Expert

He/she should have the following qualifications and expertise:

Qualifications and skills

- **University degree in law, management or related subjects;**
- **Excellent command of the English language; knowledge of Arabic is considered an asset.**

General professional experience

- **Senior professional with overall professional experience of at least 15 years in institutional development and strengthening;**
- **A minimum of 10 years exp. i performing technical consultancy work relevant to the assignment, such as compilation of legal documentation, legislation gap analysis, networking of organizations, industrial policy etc.**
- **5 years experience in European research and development networks and FP7 or equivalent.**

Specific professional experience

- **Experience as a key expert in at least two similar projects in the MEDA region;**
- **Experience of at least 5 years with institutional development and their legal implication;**
- **Previous work relevant to the assignment in Lebanon or similar economies is an asset;**
- **Experience of at least 3 years related to the legislative procedures in Lebanon is an asset.**

For more details and full job description please send your application to international@ifoa.it by mid January.

Key expert 6: Innovation Processes Expert

He/she should have the following qualifications and expertise:

Qualifications and skills

- **University degree in engineering, applied technology or related subjects;**
- **Excellent command of the English language; knowledge of Arabic is considered an asset.**

General professional experience

- **Senior professional with overall professional experience of at least 15 years in field of development of innovation processes;**
- **A minimum of 10 years exp. in performing technical consultancy work relevant to the assignment, such as innovation policy, innovative industrial processes, innovation financing, etc;**
- **Experience in establishing links between Research and University.**

Specific professional experience

- **Previous work of at least 5 years relevant to the assignment in Lebanon or similar economies is an advantage;**
- **Experience of at least 3 years related to innovative processes and their applications in industrial environments is a must.**

For more details and full job description please send your application to international@ifoa.it by mid January.