

**REQUEST FOR EXPRESSION OF INTEREST**  
**(Consulting services – individual consultant selection)**

**Selection of 2 Individual Consultants for the formulation of a Regional Export Development Strategy**

**Reference No. ECW/IC/ADM/17.06.22/dg**

In the framework of the execution of the 2022 Budget, The Economic Community of West African States (ECOWAS) intends to apply a portion of its budgeted counterpart funds for the **Selection of two Individual Consultants for the formulation of a Regional Export Development Strategy**.

2. The overall objective of this assignment is to support the ECOWAS Commission in elaborating a sound, efficient and practical Regional Export Development Strategy.
3. The consulting services (“the Services”) include the followings as shown below and the duration of the contract shall be for a maximum period of sixty (60) days for each consultant. Duties and responsibilities of the 2 consultants:

**Role and Responsibilities**

The Consultants will undertake the following tasks:

- a. Consult all key stakeholders in ECOWAS Commission and the ECOWAS Member States, including private sector and the ECOWAS Trade Promotion Organisation Network on their current and future trade interests and strategies and provide a short report.
- b. Examine the legal framework for trade and related practices and policies, including fiscal policies on trade, in ECOWAS Member States and provide a short report highlighting similarities, divergences and propose a plan to consider all legal frameworks within the strategy.
- c. Examine the trade policies and export strategies by sector including agriculture, manufacturing, tourism and banking and financial services amongst other sectors in the ECOWAS region and provide a report. This will include an assessment of major challenges and supply-side constraints and all trade-related factors hindering production of competitive goods and services in these sectors;
- d. Assess ECOWAS participation in international trade (goods and services)
- e. Assess other trade-related issues including investment policy, competition policy, intellectual property, taxation, government procurement, trade and environment including climate change, trade and public health, and trade and women, and provide recommendations based on international best practices but also taking into account the relevance of these issues;
- f. Undertake an assessment of the existing market access arrangements including the local trade capacities to meet the demands of on-going trade negotiations and recommend the best strategies on how ECOWAS can fully utilise/exploit these market access opportunities;
- g. Develop the draft ECOWAS Trade Export Strategy and provide clear justification for the proposed strategy.

- h. Identify trade-related reforms required to support the implementation of the ECOWAS Trade Export Strategy.
- i. Elaborate a Statement reflecting the vision, key trade policy recommendations, key inputs and outputs of the ECOWAS Trade Export Strategy.
- j. Develop an Implementation Matrix for the Trade Development Strategy, which will clearly identify all required steps for a practical and efficient implementation of the strategy. It should also contain description of actions per targeted objectives, timeframe, budget and monitoring indicators.
- k. Develop an action matrix for the ECOWAS Trade Export Strategy which identifies all required steps for a practical and efficient implementation of the strategy. It should contain description of actions per targeted objectives, timeframe, budget and monitoring indicators, as well as a regional mechanism for its implementation, review and monitoring;
- l. Assist selected ECOWAS Member States in the definition and/or development of their export development strategy.
- m. Present the ECOWAS Trade Export Strategy and related documents to the ECOWAS Commission for comments and submission to ECOWAS Member States.
- n. Finalise the ECOWAS Trade Export Strategy taking into account the comments from all the stakeholders.
- o. Prepare relevant briefing notes to facilitate validation and submission of the ECOWAS Trade Export Strategy;
- p. Any other duties that may be required
- q. Prepare and submit a final report

4. The ECOWAS Commission now invites eligible Individual Consultants (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. *The shortlisting criteria are as follow:*

### **1) Lead Expert on Trade Development Policies and Strategies**

#### **Educational Qualification**

- Advanced university degree (Master’s degree or above) in Trade, International Development, Economics, Development Studies or related fields is desirable;

#### **Experience**

- The consultant should have a minimum of ten (10) years of proven experience in trade strategy work at a senior level and have an understanding and appreciation of Trade Policy work including the WTO, especially the Trade Policy Review, the Trade Strategy Development, the Diagnostics Trade Integration Studies (DTIS), and any other related trade policy work at the regional and multilateral level;
- Should have a clear understanding of the processes involved in implementing the Trade Policy and Trade Development Strategies;
- Should have a clear understanding of the development of laws and regulations related to trade;
- Should have a good knowledge of existing Trade Policies and Trade Development Strategies, especially those relevant to developing and Least Developed Countries (LDCs);

- Should demonstrate familiarity with the social and economic conditions of African Regional Economic Communities (RECs) (first-hand experience in one or more RECs would be an advantage);
- Should have experience in designing an implementation matrix of a Trade Development Strategy to ensure that the document produced will be practical, easy to understand and implement.

### Language

- Must be fluent in English and/or French and have a good knowledge of the other language (read, written and spoken)

## 2) Expert on trade policy implementation

### Educational Qualification

- Advanced university degree (Master's degree or above) in Trade, International Development, Economics, Development Studies or related fields is desirable;

### Experience

- The consultant should have a minimum of two (2) years of proven experience in project monitoring, implementation of policies and best practices in the ECOWAS region;
- Should have a clear understanding of the processes involved in implementing the Trade Policy and Trade Development Strategies, especially in the framework of the African Continental Free Trade Area (AfCFTA);
- Should have a clear understanding of the development of laws and regulations related to trade;
- Should have a good knowledge of existing Trade Policies and Trade Development Strategies, especially those relevant to developing and Least Developed Countries (LDCs);
- Should demonstrate familiarity with the social and economic conditions of African Regional Economic Communities (RECs) (first-hand experience in one or more RECs would be an advantage);

### Language

- Must be fluent in English and/or French and have a good knowledge of the other language (read, written and spoken)

**NB:** The attention of interested Individual consultants is particularly drawn to **Article 118 of the ECOWAS Revised Procurement Code (“Infringements by Candidates, Bidders and Awardees”)**, providing information on corrupt or fraudulent practices in competing for or executing a contract. In addition, please refer to the following specific information on conflict of interest related to this assignment as per **“Article 119 of the ECOWAS Revised Procurement Code.**

5. The Consultants will be selected in accordance with the *Selection of Individual Consultant* set out in the Consultant Guidelines. The shortlisted candidates will be interviewed for the position.

Interested consultants may obtain further information at the email addresses below during office hours: **Monday to Friday from 9.00 am GMT+1 to 5.00 pm GMT+1.**

**Email:** [sbangoura@ecowas.int](mailto:sbangoura@ecowas.int) with copy to: [procurement@ecowas.int](mailto:procurement@ecowas.int); [nkafando@ecowas.int](mailto:nkafando@ecowas.int) ;  
[jumoren@ecowas.int](mailto:jumoren@ecowas.int);

6. Expressions of Interest (**1 original and 3 copies**) **must now be delivered** in sealed envelopes and clearly marked “**Selection of an Individual Consultant for the formulation of a Regional Export Development Strategy**”, **Do not open except in the presence of the Evaluation Committee**” to the address below latest by **8<sup>th</sup> July, 2022 at 11.00 am (GMT+1), Nigerian Time.**

The ECOWAS Tender Box is located at the **Directorate of General Administration, Procurement Division, 1<sup>st</sup> Floor ECOWAS Commission, 101 Yakubu Gowon Crescent, Asokoro District, P. M. B. 401 Abuja Nigeria.**

**Please note that electronic submissions are accepted and shall be addressed to:** [sbangoura@ecowas.int](mailto:sbangoura@ecowas.int) with copy to: [procurement@ecowas.int](mailto:procurement@ecowas.int); [nkafando@ecowas.int](mailto:nkafando@ecowas.int); [jumoren@ecowas.int](mailto:jumoren@ecowas.int);

**This EOI is also published on the ECOWAS website** <http://www.ecowas.int/doing-business-in-ecowas/ecowas-procurement>

**Commissioner, General Administration & Conference**