**SoW: Micro, Small, and Medium Enterprises (MSMEs) Specialist**

**Introduction (Brief description of the organization**

**Project Description**

The AGP-LMD is a five year, USAID funded, project aiming to 1) foster growth and competitiveness of meat, live animal, and dairy sub-sectors; 2) ensure an enabling environment to support the growth and competitiveness of these livestock value chains, and 3) address the needs of the chronically vulnerable through nutrition-based interventions and linkages with other USAID-funded programs in Ethiopia. AGP-LMD’s overall objective is to improve smallholder incomes and nutritional status through investments in selected livestock value chains. These investments must in turn generate increased productivity and competitiveness of these value chains to the benefit of smallholders, both men and women.

In keeping with the principles of the US Feed the Future Initiative, AGP-LMD draws upon a skilled consortium of leading Ethiopian and international development organizations, combining proven livestock and dairy value chain development experience, with expertise in health, nutrition, gender equality, and information and communication technologies. By joining international expertise and worldwide best practices with a leading role by seasoned local partner organizations, the project team support local partners to lead interventions through existing cooperatives, associations, government agencies and private firms, to spur sustainable economic growth in Ethiopia.

The goal of the Livestock Marketing Development Program is to address USAID's Strategic Objective of improving smallholder incomes and nutritional status, through achievement of three key USAID intermediate results, involving 5 program components. The approach is designed to upgrade and catalyze future sustainable development of the sector, by addressing systemic bottlenecks and facilitating value chain participants' own engagement and investment:

**Responsibilities**

The expert will provide technical assistance to MSMEs in the area of capacity building for MSMEs; namely training and advisory services in business management and finance and linkage to financial institutions for access to finance. In relation to the latter; the MSME Specialist will identify businesses for credit and equity investment financing, review, revise, and upgrade business plans of Micro Small and Medium Enterprises (MSMEs) that receive technical assistance to access finance from microfinance institutions and banks. She/he will conduct preliminary due-diligence on interested MSMEs, will conduct site visits to assess project feasibility and advise businesses on any revisions and upgrades needed to make the business plans more attractive to the banks. She/he will assist in the training and support of regional Business Development Services (BDS) providers which will provide business advisory support to MSMEs at the local level. This position will be based in the respective operational regions of AGP-LMD, but will require some travel to project woredas. She/he will also provide general support to the regional office, and will directly report to regional team leader while being technically supervised by the AGP-LMD Agricultural Investment, Credit and Finance Manager.

**Qualifications**

* A bachelor’s degree in finance, business management/development, accounting, economics or a related field.
* + 4 years’ experience of working in microfinance, banking, and agri-business development services.
* Experience developing business plans, conducting financial analysis (expenditure, revenue, and cash flow), working with banks, and value chain analysis for MSMEs.
* Good understanding of viable production, processing, and marketing strategies that build on smallholder agricultural production systems, preferably in the livestock sector, is an asset.
* Experience with USAID project implementation is preferred.
* Able to work effectively in a dynamic, multicultural team environment where English is the primary working language. Knowledge of Amharic and one or more language spoken in the specific region where the assignment takes place is also essential.
* Strong Microsoft Word, PowerPoint and Excel skills.