



CALL FOR APPLICATIONS

ETHIOPIA COUNTRY REPRESENTATIVE

BACKGROUND:

The East Africa Trade and Investment Hub (the Hub) is the U.S. government's flagship project under the presidential *Trade Africa* initiative, launched in 2013 to boost trade and investment with and within Africa. The Hub partners with East African and U.S. businesses to attract investment needed to transform the East African private sector into vibrant global trading partners. Improving the region's trade competitiveness, encouraging the diversification of exports beyond natural resources, and promoting broader, more-inclusive economic growth will lead to more food secure and resilient East African communities.

The goal of the Hub is to deepen regional integration, increase the competitiveness of select regional agricultural value chains, promote two-way trade with the U.S. under the African Growth and Opportunity Act (AGOA) and facilitate investment and technology to drive trade growth intra-regionally and to global markets.

OBJECTIVES AND DUTIES:

Embedded in the Ministry of Trade, the Hub's Country Representative will be the resident expert in charge of facilitating trade and investment in key sectors.

Compared to the scopes of work of the Hub's Country Representatives in other countries of the regions, the Representative to Ethiopia will have a narrower focus, supporting 2 of the project's 4 components, namely 1) Investment and Technology and 2) African Growth and Opportunity Act (AGOA)/Trade Promotion.

The CR will function as a key counterpart with Trade Africa points of contact (POC) at the USAID Mission to Ethiopia. He/she will be embedded in the Ministry of Trade.

The CR, in collaboration with his/her USAID Trade Africa POCs, will coordinate and facilitate East Africa Trade and Investment activities and assistance at the country-level. This will be done under the supervision of the East Africa Trade and Investment Hub Chief of Party (COP) or his/her designee to improve trade and investment as well as engage with public and private sector partners and stakeholders in the host country.

The CR will be responsible for, but not limited to the following tasks:

- Provide input for conceptualization, development, planning and implementation of East Africa Trade and Investment Hub work on trade and investment.
- Work closely with the Ministry of Trade, relevant government ministries, agencies and major trading partners in Ethiopia and in the region, in the context of AGOA.
- Support in the development of linkages with private sector partners (including those in the leather, textile and garments) in Ethiopia and the region e.g. producers, traders and associations that will act as investment catalysts.
- Maintain an up dated database of potential investors which will be shared with the Ministry and the Hub.



- Identify best practices, disseminate knowledge and establish a forum for exchange of ideas on Eastern Africa regional cooperation and trade if one does not already exist.
- Monitor and report on the status of all donor and government activities related to trade in country and major trading partners.
- Attend regional trade and investment events and represent the Hub, and the Ministry when required.
- Identify Ethiopian businesses looking for investment capital in the key sectors of Agribusiness, Leather and Textiles that meet the Hub's investment criteria.
- Track investments facilitated by the Hub to ensure the impact is measured and captured in a timely manner.
- In collaboration with Component 3 Lead, identify export ready enterprises in footwear, horticulture, textile and garment, décor and fashion accessories for technical support.
- In collaboration with Component 3 Lead, conduct buyer mission's firm level technical support and export promotion activities.
- Identify and reach out to trade support institutions, associations and bilateral projects to develop synergies with the Hub's Trade Promotion and AGOA initiatives.
- Conceptualize strategies to disseminate US market information, toolkits and other trade facilitation services to stakeholders in Ethiopia.
- Support the establishment of Public Private Partnerships to help drive trade investment in markets supported by the Hub.
- Identify key drivers of trade growth in sectors supported by the Hub and identify best practices that could be applied in-country.
- Convene and manage the private-public working groups tasked with addressing challenges constraining trade and investment.
- Assist in the provision of direct assistance to key stakeholders at the country level and especially representative business associations, institutional investors and sector specific trade associations.
- Assist in the provision of technical assistance to improve trading of goods and services within the country and major trading partners.
- In coordination with the COP, facilitate knowledge management and outreach on the Hub activity implementation at the country-level.

QUALIFICATIONS:

- MBA or Master's degree in economics, public policy, international trade, trade law/policy, political economy, or related area, with international work experience preferred.
- At least 10 years of demonstrated working experience with the private sector and/or government institutions and at least 5 years analyzing, implementing, and working to improve trade and global competitiveness in developing countries, preferably in Ethiopia or East Africa.
- Highly networked individual in the local and international trade sector at both private sector and government level.
- Strongly preferred experience serving in an advisory capacity to government officials on trade policy, foreign direct investment and global competitiveness issues.
- Strongly preferred extensive and demonstrable technical and practical industrial textile and leather experience e.g. supply chain management, quality assurance, market development, research and development.
- Proven record of successful implementation of partnerships, key account management, cost effective business processes and innovative projects in previous assignments.
- Demonstrated understanding of the trade and investment environment in Ethiopia.
- Ability to use the latest ICT technology and computer software programs.
- Must have excellent English writing and verbal communication skills.



SUPERVISORY RESPONSIBILITIES:

- None

BASE OF OPERATION:

- Addis Ababa, Ethiopia

REPORTING:

- The Country Representative will report to the East Africa Trade and Investment Hub Chief of Party or his/her designee and will work closely with all of the project's component leads and the Ministry of Trade.

Interested applicants should apply via the link

https://daieatradehub.formstack.com/forms/ethiopia_country_representative by April 20, 2016, 12.00am East Africa Local time. Only candidates who send their information via the link and by the deadline will be eligible.

Visit http://www.eatradehub.org/dai_opportunities to view the scope of work and learn more about The Trade hub.