

sequa gGmbH is a globally operating non-profit development organisation. Since 1991 sequa has carried out programmes and projects of international cooperation in close collaboration with the German private sector. sequa offers know-how and long-term experience in capacity development for chambers and associations (BMOs), vocational education and training, private sector development and trade promotion. The organisation is based in Bonn, Germany. sequa employs more than 100 persons (2022) and reported a turnover of EUR 58 m in 2021.

We are offering a project-based assignment as

## Short-term international sourcing expert in the natural ingredients sector in Indonesia (m/f/d)

Location:	Indonesia
Assignment Period:	01.08.23 - 31.12.24 (we intend to conclude a frame-contract with a budget of days)
Project:	Import Promotion Desk

### The Project

In close cooperation with the Federation of German Wholesale, Foreign Trade and Services (BGA) sequa gGmbH is implementing the project **Import Promotion Desk** ("IPD" or the "project"). It is funded by Germany's Federal Ministry for Economic Cooperation and Development (BMZ). The project started with its initial phase on October 1<sup>st</sup>, 2012. Beginning on July 1<sup>st</sup>, 2021, it is active in its fourth project phase. This phase will last until December 31<sup>st</sup>, 2024. An extension of the project duration by further three years is expected.

The IPD project aims to facilitate and to sustainably increase imports from developing and emerging countries to Europe. Likewise, the project contributes to strengthening small and medium-sized enterprises (SMEs) and to building sustainable economic structures in the partner countries. At the same time, new or alternative sourcing opportunities and contacts are being offered to German and other European importers.

Several analyses have been carried out to determine the demand for imports from developing and emerging countries to Europe for different sectors (currently: fresh fruits & vegetables, natural ingredients for food, pharmaceuticals, and cosmetics, cut flowers, sustainable wood products and sustainable tourism). Based on these results, the IPD is working in the following partner countries: Colombia, Ecuador, Egypt, Ethiopia, Ivory Coast, Ghana, Peru, Kenya, Madagascar, Nepal, Sri Lanka, Tunisia, Morocco, Uzbekistan, Ukraine, and **Indonesia**.

IPD's core team is based in Bonn and Berlin (Germany). Regional hubs are located in Quito (Ecuador), Tashkent (Uzbekistan), and Abidjan (Ivory Coast).

### Your Tasks / Responsibilities

- **Sourcing Missions in Indonesia:** support IPD's "Experts Sourcing + Markets" in the preparation and conduction of sourcing missions, which consist of visiting the production and processing facilities of companies, in assessing their potential to become part of the IPD program, in writing reports and in filling in evaluation sheets and validated results forms. In addition, participate in meetings with local partner organisations and potential project partners (ministries, associations, export promotion agencies) on site.

- **Coaching of companies:** support the “Expert Sourcing + Markets” in planning and conducting activities for exporters including trainings (virtual, on-site, via IPD learning platform) in relevant topics related to the EU market (quality, marketing, technical information regarding products and processes).
- **Follow-up:** carrying out periodic follow-up of companies’ progress and coordination with Business Support Organizations (BSOs) about further activities.

## Your Qualification / Skills

- At least 10 years of **practical sector-specific experience** in Europe and/or experience in IPD partner countries (experience in Indonesia or any other Asian country is an asset);
- Long-term experience in **trade promotion** between developing countries and Germany / Europe;
- Long-term experience in **consulting agricultural production companies**, especially in the subtropics and tropics, experience with **audits for common certifications**, knowledge of quality and other requirements in the European market for natural ingredients (especially for food and cosmetics);
- Long-term experience in implementing **sector strategies** in developing countries;
- Willingness to work as part of a team with various stakeholders and partners under complex conditions;
- Capability and flexibility to use various IT tools (e.g. MS Teams, Zoom, ownCloud, b2match, GetFeedback) and willingness to apply the respective associated usage guidelines;
- Excellent command of written and spoken **English and Indonesian**;
- Strong communication skills;
- Good presentation skills;
- Full computer literacy.
- No conflict of interest against counterparts, partner organisations (e.g. German sector associations, other import promotion programs) and other target groups (e.g. German/European importers or exporters of IPD partner countries).

Please send us a cover letter, your CV and relevant resumes.

Please send your application to Angie Martinez by **no later than June 30<sup>th</sup>, 2023**:  
[martinez@importpromotiondesk.de](mailto:martinez@importpromotiondesk.de)

Subject to comparable qualification, handicapped persons will be preferred.