



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 (2025) and reported a turnover of EUR 60 m in 2023.

We are offering a project-based assignment as

Short-term sourcing expert in the sector of Natural Ingredients in Madagascar (m/f/d)

Location:	European Union and/or Madagascar
Assignment Period:	06/2025 – 12/2025 (we intend to conclude a frame-contract with a budget of days)
Project:	Import Promotion Desk

The Project

Together with the German Wholesale, Foreign Trade and Services Association (BGA) and other partners, we are implementing the "Import Promotion Desk (IPD)" project. The project gives small and medium-sized enterprises from the partner countries access to the European market and supports them in establishing trade relations.

The aim is to integrate the partner countries into global trade and thus make a contribution to sustainable economic development in these countries. The IPD is funded by the German Federal Ministry for Economic Cooperation and Development (BMZ). The IPD is part of the "Partners in Transformation - Business & Development Network", in which BMZ's activities for economic actors are organised.

Your Tasks

- **Sourcing mission:** Support IPD's "Experts Sourcing + Markets" in the preparation and implementation of at least one sourcing mission in Madagascar. Goals of these missions are to find, evaluate and select suitable exporters for the IPD program in the natural ingredients sector via virtual discussions and on-site visits.
- **Cooperation with Business Support Organizations (BSOs):** Coordinate and exchange with relevant sector BSOs in Madagascar.
- **Documentation and monitoring** of activities.

Your Profile

- **Strong knowledge of the agricultural sector:** at least 5 years of practical experience in consultancy, trade promotion, or sector development in Madagascar or another African country;
- **Demonstrated experience in the natural ingredients sector** is required, with experience in spices (particularly vanilla) and essential oils constituting a strong advantage;
- **Solid understanding of European market requirements**, including quality standards, certification schemes, and regulatory requirements relevant to natural ingredients;
- **Own network** within the Madagascar natural ingredient sector is a strong asset;
- Fluency in written and spoken **English** and **French**;
- Willingness to work as part of a team with various stakeholders and partners under complex conditions;
- Capability and flexibility to use various tools (e.g. CRM, MS Teams, Zoom, OneDrive, GetFeedback) and willingness to apply the respective associated usage guidelines;
- No conflict of interest with 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).

Our offer

We offer you the opportunity to work in an extremely committed team in an international environment and a responsible area of responsibility with short decision-making processes.

Please send us a **cover letter**, your **CV**, your **suggested daily rate**, and **relevant resumes**. Subject to comparable qualification, handicapped persons will be preferred. Please send your application by no later than May 29, 2025 to Charlotte Braquet: braquet@importpromotiondesk.de.