



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 56 m in 2024.

As of 01.11.2025 we are looking for a

Short-term sourcing expert (m/f/d) in the Natural Ingredients and/or Fresh Produce sector(s)

Location: Egypt

Assignment Period: 11/2025 – 12/2026 (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

- Support IPD's Experts Sourcing + Markets in the preparation, organisation, and implementation of sourcing missions in **Egypt** in the sectors **Natural Ingredients** and/or **Fresh Produce**. The goal of the sourcing missions is to find, evaluate and select suitable exporters for the IPD program through on-site visits. The main tasks of the expert consist in coordinating on-site visits and logistics of the sourcing missions. The expert will furthermore support in finding, visiting and assessing companies including report writing and filling out evaluation sheets.
- Support the Expert Sourcing + Markets in training and coaching exporters (virtual, on-site, via IPD E-Learning platform) on relevant topics related to EU market entry (e.g. quality, marketing, certification, sustainability).
- Carry out periodic follow-up of companies' progress and the status of business relationships with European companies.

- Support in the Cooperation with partners and Business Support Organizations (BSOs).
- Documentation and monitoring of activities.

Your Profile

- Minimum of 5 years of hands-on experience in international trade, export promotion, or business development between Egypt and Europe for fresh produce and/or natural ingredients;
- Excellent knowledge of agricultural production for fresh produce and/or food processing for natural ingredients;
- In-depth understanding of European regulations, sustainability standards, and current industry trends, including traceability, quality requirements, and legal compliance in the fresh produce and/or natural ingredients sectors;
- A relevant network in Egypt in the mentioned sectors (e.g. exporters, cooperatives, business support organizations, trade associations) and a willingness to facilitate connections is considered an asset;
- Proficiency in Microsoft Excel, PowerPoint, MS Teams, and Zoom for reporting, virtual meetings, and event coordination;
- Excellent command of written and spoken Arabic and English;
- Willingness and ability to travel within Egypt for sourcing missions and on-site visits;
- Strong organisational and communication skills;
- 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 October 10, 2025 to Charlotte Braquet: braquet@importpromotiondesk.de.