

Job Announcement

We are a non-profit development organisation operating worldwide. We promote the development of the private sector and its business membership organisations as well as qualification of skilled employees and managers. Our programmes and projects are both publicly and privately funded and are oriented at the principals of a social market economy. During the past 25 years we have performed more than 1,000 projects in more than 100 countries.

The **Import Promotion Desk** is a project funded by the BMZ (German Federal Ministry for Economic Cooperation and Development) and implemented by sequa in close cooperation with the BGA (German Federal Association of Wholesale, Foreign Trade, Services). The aim of the IPD is to promote trade by strengthening selected export sectors in selected developing and emerging countries through improved access to the European market. To achieve these objectives, the IPD staff uses a wide pool of experts who possess specific industry and country knowledge.



To complement our pool of expert consultants, we are looking for a

Short-term expert for sourcing and purchase in the field of “Natural Ingredients for Food, Pharmaceuticals and Cosmetics”

Location: Europe and our partner countries
Duration of Assignment: 1 Week ... 1 Year (depending on assignment)

Your tasks:

- Selection, preparation and support of small and medium-sized enterprises from developing and emerging countries for the entry into the European market, with a focus on companies from the natural ingredients for food, pharmaceuticals and cosmetics sectors
- Organization and on-site supervision of sourcing missions in the IPD partner countries
- Organization and application of capacity building measures
- Cooperation with partner organizations and ministries in the IPD countries
- Preparation and on-site supervision of exporters at international trade fairs as well as backstopping in the follow-up process
- Organization and implementation of study tours for exporters in Germany and procurement trips for importers in the partner countries

We expect the following qualifications and experiences:

- Long-term professional experience in trade promotion between developing and emerging countries and Germany / Europe

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- Consolidated experience in value chain development in the agricultural sector
- Agricultural and forestry expertise, in particular regarding production techniques, product certification (e.g. Organic, especially Demeter, ISO 22000, HACCP, Fair Trade) as well as market contacts and developments
- Comprehensive know-how in the field of quality management of food processing
- Competent knowledge of the German import industry, especially of the food industry
- Experience in the cosmetics sectors is an advantage
- Excellent networking skills with export promotion organizations and institutions in the partner countries as well as in the German private sector
- Strong strategic thinking and ability to implement new knowledge and strategies in export promotion
- Very good organizational skills, high flexibility and intercultural competence
- Readiness to travel regularly worldwide
- Knowledge of the (business) culture and in our partner countries is an advantage (currently Indonesia, Nepal, Kyrgyzstan, Egypt, Tunisia, Ethiopia, Peru and Colombia)
- Written and excellent oral skills in English (knowledge of French, Spanish, Russian, Arabic is an advantage)

If you are interested, please send your application (cover letter, CV and certificates) via e-mail to:

Dr. Julia Hoffmann

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