

# **REQUEST FOR EXPRESSIONS OF INTEREST CONSULTING SERVICES – INDIVIDUAL CONSULTANT**

**Republic of Serbia**

**Serbia Accelerating Innovation and Growth Entrepreneurship (SAIGE)**

**Project ID No. P170185**

**Assignment Title:**

- **Women's Entrepreneurship Expert (part time), Reference No. SER-SAIGE-IC-CS-23-54**

Serbia has received a loan from the World Bank (Bank), through the “Serbia Accelerating Innovation and Growth Entrepreneurship Project” (Project), to contribute to the country's growth and competitiveness by improving (i) relevance and excellence of scientific research and (ii) innovative entrepreneurship and access to finance for enterprise growth.

**The Innovation Fund (IF) needs to engage one individual Women's Entrepreneurship Expert (part-time consultant).**

## **Objective of the assignment**

Specific objective of this assignment is to assist and advise the IF in Katapult implementation, including promoting Katapult among prospective female entrepreneurs, mentoring of selected start-ups, development of investors community, support the IF in coordination of mentors, and other activities necessary for successful implementation of Katapult-related activities.

## **Scope of Work**

The Expert will provide feedback on key design and strategy decisions to the IF team with the goal to increasing participation of women entrepreneurs in the program, scaling-up startups' business by launching in new markets, educating on route-to-market and commercialization/pricing strategies. These interactions will occur on an as-needed basis through conversations at intervals determined by the IF team and the Expert.

The Expert will be expected to share expertise, as described above, throughout the Katapult implementation process and during the course of mentoring the startups with female founders. During the course of its engagement, the Expert are expected to provide the following services:

- Advise the IF team on capacity building needs of the startup companies
- Design and deliver mentoring workshops and seminars for startups
- Analyze the international markets for innovative (women's) entrepreneurship in Serbia, with an emphasis on partnership development and investor relations

- Correspond with key stakeholders in the innovative entrepreneurship ecosystem in Serbia and connect them with potential partners abroad
- Provide verbal and written comments on, or inputs into policy drafts, training materials, or other documents
- Participate in team meetings and virtual or physical visits to Serbia during Katapult events
- Participate in other related activities, to be determined based on IF need.

### **Timing and Duration**

The Expert will be accountable and report to the IF Head of programs and projects department under this assignment and will work closely with the Katapult team. The expected time effort is approximately 50 working days per expert in the period until September 30, 2024. (closing date of the Project). The Expert will be required to travel to Serbia/Belgrade as needed – approximately 2 times for the period of the assignment. The estimated duration of stay in Serbia is around 5 days per visit. If needed, alternative arrangements will be discussed and mutually agreed upon between the Expert and the IF.

The assignment is envisaged to start in November 2023.

The engagement will be subject to appropriate extension based on the Project need, Project extension and performance of the particular Expert.

The Consultant agrees to be engaged in no more than 48 hours per week cumulatively for this assignment plus any additional assignments/contracts.

### **Required experience and qualifications**

- Relevant Master's Degree (e.g. Science, Technology, Engineering, or Business) or equivalent
- Understanding of early and growth stage financing
- Experience in supporting female founders on their entrepreneurial journey
- Strong international network of potential mentors and investors
- At least 7 years of experience in similar assignments
- Direct experience with entrepreneurial ecosystems in early stage of development
- Experience with mentoring start-ups (experience as an early stage investor is a strong plus)
- Highly effective writing and oral communication skills for varied audiences, including policy makers
- Excellent spoken and written English language skills.

The detailed Terms of Reference for the above referenced consulting services is posted on the website of the Innovation Fund [https://www.inovacionifond.rs/cms/files/ostale-nabavke/2023\\_10\\_31\\_Womens\\_entrepreneurship\\_expert\\_v2.pdf](https://www.inovacionifond.rs/cms/files/ostale-nabavke/2023_10_31_Womens_entrepreneurship_expert_v2.pdf)

The Central Fiduciary Unit (CFU) of the Ministry of Finance now invites eligible Consultants to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.

The evaluation criteria for the assignment:

- General experience ( 40 Points)
- Specific Experience relevant to the Assignment ( 60 Points)

The attention of interested Consultants is drawn to paragraph 3.14, 3.16 and 3.17 of the *World Bank’s Procurement Regulations for IPF Borrowers – Procurement in Investment Project Financing Goods, Works, Non-Consulting and Consulting Services (July 2016, revised November 2017 and August 2018)* (“the Regulations”) setting forth the World Bank’s policy on conflict of interest.

A Consultant will be selected in accordance with the *Open Competitive Selection of Individual Consultants* as set out in the Regulations.

Further information can be obtained at the address below during office hours 09:00 to 15:00 hours.

Expressions of interest in English language must be delivered in a written form to the email below, by **November 27, 2023, 12:00 hours, noon**, local time. Interested consultants must provide **Cover Letter** and **CV** representing description of similar assignments, experience in similar conditions and availability of appropriate skills (**scanned diplomas to be sent with CV**).

Contact:	E-mail:	Address:
To:	<a href="mailto:ljljana.krejovic@mfin.gov.rs">ljljana.krejovic@mfin.gov.rs</a> Ms Ljljana Krejovic Procurement Specialist	Ministry of Finance Central Fiduciary Unit 3-5 Sremska St
Cc:	<a href="mailto:ljljana.dzuver@mfin.gov.rs">ljljana.dzuver@mfin.gov.rs</a>	11000 Belgrade, Serbia Tel: (+381 11) 7652652
Cc:	<a href="mailto:viktor.nedovic@nitra.gov.rs">viktor.nedovic@nitra.gov.rs</a>	
Cc:	<a href="mailto:mladjan.stojanovic@inovacionifond.rs">mladjan.stojanovic@inovacionifond.rs</a>	