

## Job description

<b>Title / Grade</b>	Senior Consultant, Trade and Entrepreneurship Grade 3	<b>Department</b>	Resilient Economies
		<b>Location</b>	Rotterdam (remote work not possible)
<b>Reports to</b>	Tahmina Shafique, Director Resilient Economies	<b>Date</b>	April 2024

### Ecorys

Ecorys is a global research-based consultancy that helps our clients make a positive impact on society. We are leaders in research and consulting, monitoring and evaluation, programme management and communications services. We provide the evidence and advice that our clients need to tackle the issues that affect communities around the world. Our staff are justifiably proud of our innovative and thought-provoking contributions to policy and programme delivery. We are an independent employee-owned company. We combine our passion and our business professionalism to make a difference in the world.

With over 600 employees from over 40 nationalities, speaking over 30 different languages, we operate across the globe with offices in Rotterdam, Brussels, the United Kingdom, several other European cities, India and Africa. We work in over 150 countries globally.

### Workplace environment

You will join our 'Resilient Economies' team in Rotterdam, Netherlands. The team consists of multi-cultural professionals from around the world. Our organisational structure is inspired by design centric leadership – a modern organisational set up that is rooted in design thinking. This approach fosters people-centric solutions and experiences, holds the key to driving innovation while maintaining structure. It attempts to strike the delicate balance between top-down direction and inspiration and bottom-up creativity and ownership. You will be part of the core Principal team which reports directly to the Sector leader. Jointly, the Principal team is responsible for operational responsibilities across work-winning, delivery market, people and knowledge development to ensure the portfolio can deliver its targets. You will specifically support the team in strategic market development and delivery efforts in relation to Trade and Private Sector Development, with a focus on Environmental and Social Sustainability, in both the EU and International Market.

Our portfolio includes research and technical assistance projects within sustainable growth, green transition, trade, entrepreneurship, sustainable finance, amongst other areas. Through our projects we support policy makers and international donors organisations by conducting research and providing advocacy services to foster resilient and sustainable economies and societies. Our clients include the European Commission (e.g. CINEA, DG ENV, DG TRADE, DG INTPA, DG REGIO, DG ENER, etc.), the European Parliament, FMO, the Dutch Ministry of Foreign Affairs (BUZA), RVO, the World Bank Group, Inter-American Development Bank, the IKEA foundation, the Mastercard foundation, and other donors.

### Scope of work

As a Senior Consultant leader within Ecorys, you will play a key role in supporting our Trade and Private Sector Development pillar contributing to sustainable growth of Ecorys NL business. You will support the capabilities of Ecorys Netherlands in research and consulting, monitoring and evaluation, and integrated services that address the needs of our clients across the EU market and International market.

As Senior Consultant, you will work across the project acquisition and implementation cycle, including leading business development (market positioning, proposal writing, coordinating bids) and the implementation of technical assistance projects, studies, and M&E projects (e.g., independent evaluations, impact assessments, ex-post and ex-ante evaluations, reviews) in the area of trade, private sector development, and entrepreneurship. Notably, you will work in projects connected to sustainable and inclusive growth (incl. sustainable value chains, circularity, gender, and youth, among other topics), trade (incl. sustainable trade) entrepreneurship (incl. social entrepreneurship), SME support, access to finance, business enabling environment, industrial policy and market regulation in the EU and developing countries.

### Responsibilities and tasks

#### 1. Project management (Deliver Results)

Leading key strategic projects in the field of Trade and Private Sector Development. Projects span across evaluations, studies, impact assessments or technical assistance. Approximately 60% of your role is delivering projects and overseeing project delivery teams) and 40% of your time will be dedicated to supporting acquisitions and winning work.

- Oversee set-up and roll out of our key projects for DG TRADE, DG GROW, World Bank, FMO, amongst others
- Act as PM for our key projects and ensure delivery on budget
- Liaise and manage our key experts
- Provide technical inputs (both quantitative and qualitative support) in our key projects related to Trade Private Sector Development, and Entrepreneurship, amongst others.
- Act as Quality Assurance advisor in our on-going projects with high level of quality assurance
- Help maintain average profitability of projects
- Build capacity of young teams through on-the-job-mentorship
- Ensure the highest quality standards in our delivery
- Client engagement

#### Acquisition and account management (Win Work and client development)

Development and maintenance of existing market (area) and / or products as well as opening / developing new markets and / or products (PMCs) for the portfolio and across the company. This means you will:

- Support robust go-no-go decisions based on market assessment/intelligence
- Lead acquisitions and lead technical methodologies related to monitoring, evaluation and learning (MEL), ex-post and ex-ante evaluations, impact studies and independent reviews related to entrepreneurship and private sector development
- Liaise with key partners and experts to deliver our strategic reviews and advisory support to clients
- Manage and delivering a range of independent evaluations, impact and research studies;
- Lead/contribute to high quality written inputs to reports, presentations, and other research and consultancy outputs.

#### 3. Network (Lead and manage)

You will support the portfolio in strengthening its strategic partnerships and further develop our pool of partners, universities and associates.

You will line manage consultants

## Competencies needed

Qualifications, Experience and Skills (E: Essential; D: Desirable)	
<b>Qualifications</b>	
Bachelor's degree in a subject relevant to the work areas (Economics/Trade) of the Resilient Economies Team	E
Post graduate, professional or vocational qualification in a subject relevant to the work areas of Resilient Economies	E
PhD is a strong plus	D
<b>Experience</b>	
Minimum 6 years of experience in working on topics related to International Trade, Private Sector Development and Entrepreneurship	E
Experience in leading and managing projects in the field of trade, entrepreneurship, private sector development, impact finance for EU institutions and international donors relevant for the Resilient Economies sector.	E
Solid M&E background showcased by experience in working in at least 2 evaluation projects	D
Experience with best practices in social and/or environmental sustainability, environmentally-sensitive, gender-responsive, and/or youth-focused trade and private sector development approaches is strongly preferred. Experience with industrial policy, value chains, or the agri sector are a plus.	E
Understanding of quantitative and qualitative research methods, incl. survey design and implementation, and data analysis methodologies	E
Successful track record of delivering and work-winning from EU institutional clients	E
Experience in international market acquisitions and understanding of key donors	D
Experience in working in African countries	D
Experience in leading teams/line management	D
Familiarity with systemic change approaches is desired.	D
<b>Skills</b>	
Strong writing and analytical capacity	E
Data analysis and modelling skills, incl. familiarity with data analysis languages and tools (e.g. R, STATA, SQL, etc)	E
Strategic thinking and problem solving	E
Commercial skills and a can-do, entrepreneurial attitude	D
High level cross cutting expertise in various methodologies research, evaluations and TA	E
Client and contractor management	D
Negotiation and stakeholder management	E
Enterprising and innovative	D
IT literacy in MS Office environment	E
Excellent written and verbal communication in English	E
English Language proficiency	E
Financial management and accounting particularly commercial know-how in reducing project slippage	E

## Job description



Please note that you will not be short-listed if you don't have 6 years' experience and experience in Trade and Private Sector Development. In order to get short-listed please outline in your cover letter how you comply with the requirements.