



GS1 Business Development Consultant Consultancy Profile

May 2022

Project	Access International Partnerships in IT(AIPI)
Duration of consultancy	From 1st June to 30 september 2022

1. Background

The Rwanda ICT Chamber is the youngest member of the Private Sector Federation (PSF), the Chamber brings together ICT Associations, businesses, groups and individuals into a community where they can share ideas on how to promote and develop Rwanda's ICT and ICT enabled Industries through:

- Creating career paths through skills development, especially among the youth,
- Stimulating entrepreneurship and competitiveness,
- Driving and protecting investments and innovation,
- Promoting export of ICT products and services, and
- Becoming the arbitrator of the ICT sector.

As part of its strategic objective to creating new technology companies, growing existing local technology companies, expanding technology exports and attracting foreign portfolio and direct investments; the ICT Chamber is partnering with the German based Bundesverband Mittelstand IT (BITMi), an association representing over 2,000 IT SMEs, aiming at accelerating members' corporate growth, productivity and promoting market development.

Together the two partners are implementing a partnership project named Access International Partnerships in IT (AIPI) that is of great benefit to their respective member companies and both ICT ecosystems at large.

2. Primary Job Purpose

The main objective of the planned and ongoing activities is to implement measures that make an important contribution to increase prosperity, employment, business cooperation and improving the investment frameworks in order to facilitate further economic development and growth in the ICT field in both countries.

It's in that regard that AIPI with the support of GS1 Germany is facilitating the set up of GS1 Rwanda. To achieve this goal of establishing the GS1 Rwanda organization, different stakeholders need to come together as a community and jointly submit an application to GS1 Global. To ensure that this is successful, The project is looking for a business development expert to support the project team throughout the entire process. The expert's main task will be to take the lead in organizing technical / business workshops and community breakfasts to gather information and put together a sustainable business plan that fits the Rwandan context .

Duties and responsibilities:

1. Developing the Business Plan for GS1 Rwanda and to provide guidance on the operations of the system/structure.

Under the overall guidance of the Rwanda ICT Chamber Chief Executive Office, and AIPI Project director with the supervision of AIPI Project Managers, the consultant will undertake the following:

- Develop a comprehensive business plan/case for GS1 Rwanda.
- Gather relevant documentation on the use of GS1 Standards in Rwanda; ie. potential competitors.
- Identify and benchmark from other established GS1 Organization their setup and sustainability strategies.
- Describe the business model, including the marketing strategy and sources of income.
- Work out the appropriate costing, including a portion for core funding, for each services provided
- Project sales projection of GS1 services over the next five years
- Project the time to reach the break-even status
- Provide organizational management structure and skill set required to meet the requirements of the business plan

Based on the objectives the consultant will be required to provide an analysis of the present scenario and develop a detailed business, costing and marketing plan that is expected to provide overall direction to GS1 Rwanda operations making it sustainable, efficient and growth oriented in the long run. The plan should be time bound and show clear achievable targets within defined timelines. The Business Plan to have the following sections at the minimum:

1. Executive summary
2. Analysis of the services offered
3. Analysis of the organizational status, skill sets, running cost (broken to each services) and gaps thereof
4. Analysis of the market and potential customers
5. Comparative advantage
6. Business Model and description of operation/s for each services
7. Costing for each services
8. Marketing strategy
9. Modified organizational management structure & new skill sets
10. Projection of business returns over 5 years
11. Financial/funding needs till break-even status

Deliverables:

- Organizing, gathering and disseminating inputs and outcome of the first breakfast meeting with flagship companies that agreed to make the task force.
- Submitting the first draft of the business plan, steps and procedures
- Submitting a written final business plan and related documentation and procedures to the AIPi project management & Rwanda ICT Chamber Chief Executive Officer.

Qualifications, COmpetencies and Experience required:

- At least 5 years of proven professional work experience in Business development related projects
- Excellent technical understanding of Rwandan supply chain
- Good understanding of Rwanda economy and key players in the supply chain .
- Experience working effectively with people of diverse backgrounds and cultures;
- Experience doing desk research and analysis;
- Project planning and management experience;
- Works collaboratively with GS1 flagship companies to achieve organizational goals; solicits input by genuinely valuing others' ideas and inputs ;
- Excellent written skills, writing a diverse range of materials including technical and non-technical documents; and
- Ability to keep tight deadlines.

LANGUAGES:

Advanced knowledge of Kinyarwanda and English

Submission: Send your CV on info@aipi.rw not later than **27th May 2022** with subject line: **Business Development Expert Application.**

NB: Applications that do not follow this will not be considered.