

**Kingdom of Cambodia
Nation Religion King**

**Ministry of Economy and Finance
Project Implementation Unit
Sustainable Assets for Agriculture Markets, Business and Trade (SAAMBAT)
(MEF-PIU/SAAMBATH)**

**REQUEST FOR EXPRESSION ON INTEREST
(NATIONAL INDIVIDUAL CONSULTANT)**

Announcement

**Technical Specialist in Start-up and Innovation
(Technical Specialist # 2)**

1. General Background

Sustainable Assets for Agriculture Markets, Business and Trade (SAAMBAT) is a project of the Royal Government of Cambodia (RGC). The total project cost is approximately US\$137.5 million, to be financed by an IFAD loan of USD 53.2 million, an IFAD Country Grant of USD 1.2 million, a European Investment Bank (EIB) loan EUR 51.5 million and is foreseen to receive additional up to EUR 15 million in the form of a grant from European Union, together with RGC counterpart funding of USD 10.8 million.

The project development objective of SAAMBAT is to “Increase productivity of rural youth, enterprises and the rural economy” which in turn contributes to the Goal of “Reduce Poverty and Enhance Food Security.” SAAMBAT is implemented through two Components: (1) Value Chain Infrastructure; and (2) Skills, Technology and Enterprise. These components are designed to deliver two key outcomes:

- (1) Poor rural people’s benefits from market participation increased; and
- (2) Poor rural people’s productive capacities increased.

2. Overall Project Management

The Executing Agency for SAAMBAT is the Ministry of Rural Development (MRD), Project Management Unit (PMU). MRD/PMU is responsible for overall project coordination, planning, financial management, procurement and monitoring and evaluation (M&E). MRD/PMU directly implements Sub-Component 1.1: Public Market Linkage Infrastructure. Key outputs of SC1.1 are 225km of bitumen or concrete surfaced roads; 100km of laterite surfaced farm access roads; 25 rural market areas (Economic Poles) improved and 10 other types of infrastructure facility which may include ferry crossings and commodity collection points. Component 2 is implemented by Ministry of Economy and Finance, Project Implementation Unit (MEF/PIU) Sub-Component SC2.1: Skills for Rural Youth, will assist 5,000 rural youth to improve their employment opportunities and about 330 rural youth to start small enterprises. SC2.2: Technology and Enterprise for Rural Value Chains, will support development of digital technology applications for the rural economy and will assist about 10,000 farmers and other value chain actors to increase their use of digital technology for economic purposes. SC2.3: Policy Research and Strategic Studies, finances research and knowledge generation to support policymaking for rural economic development, including financing a major study on the feasibility of establishing regional wholesale markets for the safe / organic vegetable value chain.

SAAMBAT is not designed as a stand-alone project but works in synergy with ongoing initiatives with IFAD financing including Agriculture Services Programme for Innovation, Resilience and

Extension (ASPIRE) and Accelerating Improved Markets for Smallholders (AIMS). This program approach is extended through partnership agreements with projects financed by other development partners.

About 200,000 rural households are expected to benefit from services supported by the project. These households will be located in 50 agriculture production areas known as Economic Poles. The Economic Poles may be in any rural area of Cambodia with ongoing activities of ASPIRE and / or AIMS. Currently, ASPIRE and AIMS support activities in 20 of the 24 rural Provinces of Cambodia.

To commence and implement the Project, SAAMBAT is urgently seeking qualified and experienced consultant to fill the position of **Technical Specialist in Start-up and Innovation** to support implementation of SAAMBAT - Component 2.2.

3. Main responsibilities:

- Work with Chief of Digital Technology and Enterprise Unit of MEF-PIU at Techo Startup Center (TSC) to manage implementation of Sub-component 2.2 (Digital Technology and Enterprise). This would include ensuring timely and quality deliverables in supporting startup and innovation program of Sub-Component 2.2;
- Create a guideline for incubating and accelerating the startups in agriculture digital value chain, AgriTech, CleanTech and rural economy;
- Establish and maintain a network of key players in the startup ecosystem including startups, universities, government, service providers, supporting organizations, etc.;
- Match startups to relevant mentors and monitor the progress of mentorship closely;
- Compile startup incubating and accelerating manuals for training based on the Lean Startup Methodology, Design Sprint, and Agile Development Methodology;
- Interface to startups and relevant entities for promoting entrepreneurship and startup in agriculture sector;
- Organize events and workshops related to startup incubator and accelerator;
- Facilitate startup incubation and acceleration process, and coordinate the pitch for funds;
- Attend other events on startup/entrepreneurship within the startup ecosystem;
- Perform market research on agricultural products and services in order to get an insight into the pain points of the digital agriculture value chain and advise startups to tackle those pain points;
- Provide analytical model of funding to the management of TSC, MEF-PIU and IFAD to fund the potential startups that graduate from TSC's accelerator programs and others;
- Work closely with the service provider implementing Khmer Agriculture Suite (KAS) core platform and its satellite innovation applications by coordinating them to provide technical mentorship to the related startups;
- Prepare periodic project implementation progress report for submission to IFAD and RGC; and
- Perform other duties relating to SAAMBAT operation as requested by the MEF-PIU Project Director and Manager.

4. Qualifications:

- Advanced academic degree in Management, Business Administration, Entrepreneurship, Technology, Innovation, Economics or related fields;

- A minimum of 3 years working experience in mentoring and coaching startups, SMEs or businesses;
- Advanced knowledge of Cambodia Startup Ecosystem and startup landscape in Cambodia;
- Has experience in conducting studies, workshops, seminars, review meetings, annual planning exercises, and other logistics;
- Understand the process of ideation, innovation and commercialization;
- Extensive knowledge of Lean Startup Methodology, Design Sprint and Agile Development Methodology;
- Strong interpersonal, communication, organization and presentation skills and community building abilities;
- A broad knowledge and experience in an array of frontier technologies such as innovative platform, blockchain, data science, artificial intelligence, etc.; and
- Exceptional communication and writing skills in Khmer and English, and have passion, perseverance, innovation, and startup spirit.

5. The Specific ToR

The specific tasks of the above position, and detailed Term of References are attached to this announcement or could be obtained from the address given below.

6. Additional Information and Deadline

The interested candidates are encouraged to apply by submitting their Expression of Interest (EoI) and CV in hard or soft copy to the address below by **December 01st, 2023, before 5:30 PM**. Only short-listed consultants will be notified.

7. Contact Address:

MEF-PIU/SAAMBAT

Ministry of Economy and Finance;

General Department of International Cooperation and Debt Management

Department of Multilateral Cooperation

C/o: Office of Multilateral Cooperation III (OMC III)

Street 92, Khan Daun Penh, Phnom Penh, Cambodia

Attention to Mr. Keo Vibol

Chief, Office of Multilateral Cooperation III,

SAAMBAT Chief of Procurement Unit

E-mail: vibol_keo@mef.gov.kh

cc: ponlork.chy@gmail.com