



## Job Announcement

*published on May 13<sup>th</sup>, 2019*

The **Import Promotion Desk (IPD)** 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.

A partner of IPD in Sri Lanka is the Export Development Board (EDB), apex organization for the promotion and development of exports in Sri Lanka.

**IPD is** a non-profit subsidiary of Germany's top business membership organisations as well as of GIZ. In the field of international development co-operation we implement programmes and projects funded both by public and private clients. Jointly with partners we have successfully implemented more than 1,000 projects in more than 100 countries during the past 28 years.

To complement the pool of consultants, IPD is looking for a

## Short-term expert for sourcing and purchase in the field of “Natural Ingredients for Food, Pharmaceuticals and Cosmetics” (m / f / d)

Based in: Sri Lanka  
Duration of Assignment: 1 Week ... 1 Year (depending on assignment)

### Your tasks:

- Selection, preparation and support of small and medium-sized enterprises from Sri Lanka on the doorstep to enter the European market, with a focus on companies from the sector “natural ingredients for food, pharmaceuticals and cosmetics”;
- Product focus within natural ingredients may include: essential oils, fatty oils, herbs and spices, dried fruits, nuts, tea, seeds and cereals;
- Organisation and execution of on-site company visits in Sri Lanka;
- Cooperation with partner organisations and ministries in Sri Lanka;
- Organisation and implementation of capacity building measures in Sri Lanka;
- Preparation and on-site supervision of exporters at international trade fairs (in Europe) as well as backstopping of the follow-up process;
- Organisation and implementation of study tours to Europe for exporters and buying missions for importers in Sri Lanka.



## Job Announcement

*published on May 13<sup>th</sup>, 2019*

We expect the following qualifications and experiences:

- At least 10 years of practical sector experience in Asia;
- Knowledge of and experience with quality management in food processing;
- Knowledge about certification processes such as: Organic, Demeter, ISO 22000, BRC, HACCP, Fair trade, etc.;
- Practical experience in the food processing industry (including technical knowledge);
- Good understanding of value chain development and market linkages in the agricultural sector (for relevant product groups in Sri Lanka);
- Knowledge about the cosmetic sector would be an asset;
- Experience in trade promotion between Sri Lanka and Germany/Europe: the expert has to understand companies/export institutions in Sri Lanka and what they have to do to export to Europe; having a network in Germany/Europe is of secondary importance;
- Understanding of the German/European private sector;
- Good written and oral skills (English, Sinhala or Tamil);
- Excellent computer and layout-skills (Excel, Word, PowerPoint) to provide meaningful graphs and diagrams;
- Excellent presenter and discussant;
- Ability to work in a team and with several stakeholders and partners in a complex context;
- No conflict of interest against counterparts, partner organisations (e.g. German sector associations, other import promotion programs) and other target groups (e.g. German/European importers or exporters of IPD partner countries).

Please send us your application (cover letter, CV, certificates, fee expectations and availability) by no later than June 15<sup>th</sup>, 2019 to

Mrs. Angie Martinez: [martinez@importpromotiondesk.de](mailto:martinez@importpromotiondesk.de)

Mrs. Malani Baddegamage: [malani@edb.gov.lk](mailto:malani@edb.gov.lk)