



**TERMS OF REFERENCE FOR A CONSULTANCY TO CONDUCT SEED  
BUSINESS MANAGEMENT TRAINING FOR SEED COMPANIES IN SOUTH  
SUDAN**

**PROJECT TITLE: Accelerating Agriculture and Agribusiness in South Sudan for Enhanced Economic Development (A3-SEED – “Triple A-SEED”) Project, 2021 –2025**

**1. Context and rationale**

The International Fertilizer Development Center (IFDC) is implementing a seed sector development project in South Sudan. The “*Accelerating Agriculture and Agribusiness in South Sudan for Enhanced Economic Development Project*” (A3-SEED) provides market-oriented interventions to support the establishment of a commercial, sustainable, and adaptive agriculture sector in South Sudan. The project ensures the availability of improved seed down to the last-mile through Agri-entrepreneurship and support existing private sector seed companies to improve seed and input marketing, distribution, and production practices. A3-SEED seeks to reach more than 100,000 farming households, double incomes from marketable surpluses, increase farmer yields by 20-50% on target commodities, facilitate the development of 100 agro-dealers as well as 200 women-owned and 200 youth-led businesses, and bring 42,000 ha of farmland under agroecological production. The project supports the emergence of individual commercial seed producers, who produce for the local market, as out grower for a seed company, or both. The project is implemented in collaboration with KIT, Royal Tropical Institute with funding from the Netherlands Embassy.

The project will support commercialization of the seed sector through the following four Result Areas (RAs):

1. Commercial Quality Seed Production focuses on ensuring efficient, high quality and economically viable seed production, sales and distribution tailored for market-oriented smallholder farmers.
2. Quality Seed Use, Good Agricultural Practices, and climate resilient farming practices among smallholder farmers results from tailored sales and distribution strategies provided by seed companies and commercial seed producers.
3. Quality Seed, Input and Output Marketing and Distribution through the establishment of last-mile input distribution and effective seed, input and output market relationships which improve local competitiveness through agribusiness development, women empowerment, and youth employment.
4. Learning and Capacity Development supports the above result areas together with targeted research to address bottlenecks, support adaptive project management and advance knowledge on seed sector development.



To achieve the above objective, IFDC is seeking a suitable consultant/firm to conduct professional seed business management training (SMBT) to seed companies supported under the A3 SEED project in South Sudan.

## 2. Purpose and objectives of the training

- A. The purpose of the training is to equip the seed company personnel with the necessary skills and knowledge on seed business management and how the trainees can apply the knowledge to their seed businesses. Specifically, the objectives of the assignment are:
- i. To create awareness on the importance of seed business plans, enhancing the business skills and knowledge of the private seed companies
  - ii. To build the capacity of seed company personnel on production strategy, marketing strategy and financial strategy to ensure sustainable company growth.
  - iii. Equip the private seed companies to develop a seed business model appropriate for South Sudan seed market.
  - iv. Empower the seed companies to be market oriented and strategically linked to other value chain actors.

## 3. Functions and responsibilities of the consultant

Specifically, the consultant will undertake the following tasks.

- i. Develop training materials for the assignment.
- ii. Conduct SMBT training for the seed company Managing Directors
- iii. Develop seed business management training manual for use by seed companies.
- iv. Conduct post-training analysis of the trainees.
- v. Develop final training report.

## 4. Reporting relationships

The consultant will report to the A3 SEED Project Manager.

## 5. Duration of Assignment

This assignment is allocated five (5) days to conduct the training, starting on 12<sup>th</sup> to 16<sup>th</sup> August 2024.

## 6. Key deliverables

The consultant will have overall responsibility in developing the training materials, and for ensuring quality and timeliness of all deliverables.

The Consultant will be required to achieve the following deliverables/milestones:

1. Develop a detailed but simplified PowerPoint slides for training.
2. Develop a final training report
3. Develop seed business management training manual for use by seed companies.





#### 7. Proposal submission

Interested consultant is required to submit a concept note detailing the following:

- Methodology the candidate proposes to undertake the whole exercise
- Well, dated, Work-plan for performing the assignment
- Itemized All-inclusive budget in (USD). 20% Tax will be charged on the total cost of the assignment.
- The CV of the consultant that will work on this assignment specifying their respective roles

#### 8. Eligibility requirements

IFDC is looking for a reputable consultant with:

- A pool of innovative postgraduate hands-on expertise (BSc or MSc) with minimum of 5 years' experience in a relevant field including (Agribusiness, Business administration, etc.)
- Experience undertaking similar assignments in South Sudan will be an added advantage.

#### 9. Submission process

The concept note must be submitted by email and addressed to.

**International Fertilizer Development Center (IFDC) Country Office, Rahwa Apartments  
Opposite the Ministries, plot No. 710, South Airport Road, Juba-South Sudan.**

Email applications should be sent to [ssoperations@ifdc.org](mailto:ssoperations@ifdc.org), copying Yuga Mario through [yenock@ifdc.org](mailto:yenock@ifdc.org); CVs of the applicants must be uploaded to the IFDC recruitment website. For more information visit the IFDC career website.

The deadline for submission of concept note is **5<sup>th</sup> August 2024, at 4:00pm**, any late submissions will not be considered.

