

Standard   
Procurement Documents



**REOI  
Individual Consultants**

**for**

***Individual consultant for the position of***

***Agribusiness Development Specialist***

**Ref No: 36/25 TRTP**

**Date: 17.06.2025**

**Foreword**

This REOI is based on the 1st edition of the IFAD-issued standard procurement document for REOI advertisement – individual consultants to be used in projects financed by IFAD, available at [www.ifad.org/project-procurement](http://www.ifad.org/project-procurement).

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REQUEST FOR EXPRESSIONS OF INTEREST

**(Individual Consultants)**

*Republic of Moldova*

Talent Retention for Rural Transformation Project (TRTP),

**Assignment title: *Agribusiness Development Specialist***

*Reference no.* ***36/25 TRTP***

*Date:* ***17.06.2025***

The IFAD projects are implemented in accordance with procedures established and approved by IFAD in agreement with the Government of the Republic of Moldova. The Consolidated Programme Implementation Unit for IFAD Programme (UCIP IFAD) was created in 2000 by a Decision of the Government of the Republic of Moldova and is responsible for the administration, implementation and monitoring of IFAD Programme activities along various projects, as well as the coordination of activities with the institutions and organizations participating in the implementation of the projects. The activities under the projects are implemented by CPIU IFAD in collaboration and/or through accredited service providers and partner financial institutions, depending on the specific activities implemented.

The Talent Retention for Rural Transformation Project (TRTP) was launched in 2021 with an implementation period of 6 years. The project aims to stimulate large-scale rural economic growth and reduce poverty through complementary investments.

The project aims to enable the rural poor, especially young people, women and small farmers, to increase their productive capacity, resilience to economic, environmental and climate risks and ensure their access to markets.

The climate resilient infrastructure sub-component is designed to support investment in productive rural infrastructure, resilient rural economic transformation by removing bottlenecks and strengthening small farmers (up to 50 ha owned + rented) and rural businesses by promoting the implementation of climate smart technologies. Eligible types of infrastructure under this sub-component will include investments in public infrastructure such as irrigation infrastructure (small-scale irrigation systems and water storage ponds for irrigation) and village feeder roads (linking the village to production areas and households).

The assignment centers on the strategic coordination, implementation, and oversight of the Agribusiness Development sub-component under the IFAD-financed TRTP Project in the Republic of Moldova. Embedded within the CPIU IFAD structure, the role is essential in delivering tangible results in agricultural value chain development, rural entrepreneurship, and inclusive economic growth, in line with the Financing Agreement, Project Implementation Manual (PIM), and IFAD’s operational principles.

Working under a results-oriented framework, the Agribusiness Development Specialist (ADS) is expected to lead the technical and operational planning of all sub-component activities, including the preparation and execution of Annual Work Plans and Budgets (AWPBs) and the provision of targeted support to agribusiness investments. The role requires a sound understanding of agri-food systems, value chain development, and rural market infrastructure.

A key responsibility of the Specialist is to ensure full alignment of activities with agreed selection criteria, feasibility standards, and grant conditions, while maintaining close coordination with technical consultants, national stakeholders, and private sector actors. This includes field-level supervision, quality assurance of deliverables, and guidance throughout the entire cycle — from grant application to implementation of business plans and civil works.

The Specialist plays a central role in supporting project visibility, stakeholder engagement, and knowledge sharing. By ensuring transparent processes, adherence to eligibility rules, and consistent progress reporting, the ADS contributes directly to the project's impact — fostering resilient agribusiness development, generating rural employment, and reinforcing IFAD’s strategic focus on inclusive and sustainable rural transformation.

The general activities of the TRTP Agribusiness Development Specialist include, but are not limited to:

*Strategic Planning and Implementation of Agribusiness Activities*

* Provide technical leadership in the design and execution of agribusiness development activities, ensuring strategic coherence with national policies and IFAD priorities;
* Lead the preparation of Annual Work Plans and Budgets (AWPB) related to the sub-component, integrating proposals from key stakeholders and ensuring feasibility and impact;
* Coordinate with local authorities, private sector actors and consultants to ensure timely and coherent implementation of investment activities;
* Supervise the development and implementation of financing mechanisms available within TRTP including business plans developed and submitted by applicants;
* Provide technical oversight and follow-up on mission recommendations related to agribusiness and value chain development.

*Monitoring, Evaluation, and Quality Assurance*

* Conduct technical reviews of business plans submitted by program beneficiaries and service providers;
* Monitor field implementation of sub-component activities and coordinate regular site visits to verify progress, assess risks, and validate deliverables;
* Ensure preparation and submission of regular progress reports, including technical updates, risk assessments, and outcome indicators;
* Collaborate with the M&E and Knowledge Management teams to ensure systematic tracking of results, database development for TRTP beneficiaries, knowledge capture, and dissemination of best practices.

*Operational and Administrative Oversight*

* Support the preparation and management of application processes under TRTP financial products, ensuring transparency, eligibility, and alignment with sub-component objectives;
* Maintain up-to-date records of all approved grant investments, including supporting documentation, technical justifications, and implementation timelines;
* Validate reports and service outputs submitted by consultants and service providers, ensuring contractual compliance and technical relevance;
* Work closely with the CPIU financial team to confirm payment authorizations, monitor fund flows, and ensure efficient use of project resources under the sub-component.

*Procurement, Contract Management, and Consultant Supervision*

* Draft Terms of Reference (ToRs) for national and international experts, service providers, and firms contracted for sub-component activities;
* Oversee procurement processes linked to agribusiness development, including the procurement of services for training, technical assistance, and infrastructure works;
* Participate in the evaluation and negotiation of contracts, ensuring that service providers are aligned with project goals and deliverables;
* Supervise the performance of consultants and firms, provide technical feedback, and ensure corrective actions are implemented when needed.

**For more details on the objectives and responsibilities of the Agribusiness Development Specialist, please refer to the *Terms of Reference* attached to this REOI**.

This request for expressions of interest (REOI) follows the general procurement notice that appeared on the IFAD website on ***June 17, 2025.***

The attention of interested consultants is drawn to IFAD’s Anti-Money Laundering and Countering the Financing of Terrorism Policy[[1]](#footnote-1) and the Revised IFAD Policy on Preventing Fraud and Corruption its Activities and Operations[[2]](#footnote-2). The latter sets forth IFAD’s provisions on prohibited practices. IFAD further strives to ensure a safe working environment free of harassment, including sexual harassment, and free of sexual exploitation and abuse (SEA) in its activities and operations as detailed in its IFAD Policy to Preventing and Responding to Sexual Harassment, Sexual Exploitation and Abuse.[[3]](#footnote-3)

Interested consultants shall not have any actual, potential or reasonably perceived conflict of interest. Consultants with an actual, potential or reasonably perceived conflict of interest shall be disqualified unless otherwise explicitly approved by the Fund. Consultants are considered to have a conflict of interest if they a) have a relationship that provides them with undue or undisclosed information about or influence over the selection process and the execution of the contract, or b) have a business or family relationship with a member of the client’s board of directors or its personnel, the Fund or its personnel, or any other individual that was, has been or might reasonably be directly or indirectly involved in any part of (i) the preparation of the REOI, (ii) the selection process for this procurement, or (iii) execution of the contract. Consultants have an ongoing obligation to disclose any situation of actual, potential or reasonably perceived conflict of interest during preparation of the EOI, the selection process or the contract execution. Failure to properly disclose any of said situations may lead to appropriate actions, including the disqualification of the consultant, the termination of the contract and any other as appropriate under the IFAD Policy on Preventing Fraud and Corruption in its Projects and Operations.

The CPIU IFAD now invites eligible Individual consultants (“consultants”) to indicate their interest in providing the services. Interested consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the services ***in the form of a curriculum vitae (CV) and cover letter*.** A consultant will be selected in accordance with the individual consultant selection (ICS) method set out in IFAD’ Project Procurement Handbook that can be accessed via the IFAD website at [www.ifad.org/project-procurement](http://www.ifad.org/project-procurement). Interviews will conduct as part of the selection process.

**Key criteria for the shortlist:**

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| --- | --- | --- |
|  | **Evaluation Criteria for shortlisting** | **scoring** |
| **1** | **General qualifications and experience:**   * Higher degree in agriculture, horticulture, agricultural economics, rural development, , or other relevant agricultural sciences. * Participation in international training programs related to project implementation, rural development, or agribusiness, organized by multilateral or bilateral donors. | **20**  15  5 |
| **2** | **Specific experience as an independent expert:**   * Minimum 5 years of proven experience in the implementation, coordination, and management of agricultural or rural development projects funded by international donors. * Demonstrated experience in reviewing agribusiness plans, technical feasibility assessments, and coordinating Producer Groups or rural entrepreneurs. * Experience in collaboration with government institutions, service providers, and the private sector. | **30**  15  10  5 |
| **3** | **Skills:**   * *Fluency in Romanian and English Russian is an asset;* * *Strong digital skills – proficient in MS Office (Word, Excel, PowerPoint, Outlook).* | **15**  10  5 |
| **4** | **Competences demonstrated at interview (for candidates who obtain at least 40 points for criteria 1, 2 and 3 above):**   * Theoretical and practical knowledge of agricultural production systems, value chains, and agribusiness development. * Ability to analyze technical and financial documents (e.g., business plans, feasibility studies). * Capacity to coordinate consultants, communicate with stakeholders, and lead field activities. * Problem-solving skills, adaptability, and ownership of results. | **35**  10  10  10  5 |
|  | **TOTAL** | **100** |

The consultant will be selected in accordance with the ICS procurement method set out in the Procurement Manual for IFAD Programmes, which can be accessed via the IFAD website at https://www.ifad.org/documents. The consultant ranked first in the shortlist will be invited within a reasonable time to submit a technical and financial proposal which will be evaluated and negotiated. The minimum pass mark for the shortlist is 70 points.

Any request for clarification on this REOI should be sent via e-mail to the address below [procurement@ucipifad.md](mailto:procurement@ucipifad.md) / [scurtu.alexandru@ucipifad.md](mailto:scurtu.alexandru@ucipifad.md) / [igor.tomita@ucipifad.md](mailto:igor.tomita@ucipifad.md) no later than *June 24, 2025, 17:00 Moldova Time.*

The client will provide responses to all clarification requests by *June 27, 2025, 17:00 Moldova Time.*

Expressions of interest in the form of curriculum vitae (CV) and cover letter must be delivered in a written form to the address below (in person, or by mail, or by fax, or by e-mail) by **July 02, 2025, 15:00 Moldova Time.** With indication of the reference number of the tender.

UCIP IFAD

Attn: Alexandru Scurtu, Procurement Manager CPIU IFAD

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1. The policy is accessible at <https://www.ifad.org/en/document-detail/asset/41942012>. [↑](#footnote-ref-1)
2. The policy is accessible at [www.ifad.org/anticorruption\_policy](http://www.ifad.org/anticorruption_policy). [↑](#footnote-ref-2)
3. The policy is accessible at <https://www.ifad.org/en/document-detail/asset/40738506>. [↑](#footnote-ref-3)