

REQUEST FOR EXPRESSION OF INTEREST



Implemented by:

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

CONSULTANCY CONTRACT FOR THE INCLUSIVE BUSINESS CONTRACT FARMING MODULE FOR 3 NEW RICE MATCHING GRANT FUND PARTNERS IN GHANA

NATIONAL COMPETITIVE TENDER - INDIVIDUAL CONSULTANTS REQUIRED

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH through the Market Oriented Value Chains for Jobs and Growth in The ECOWAS Region (MOVE) project invites **qualified consultants** to express their interest in the above consultancy work.

Background and Objectives

The Market-Oriented Value Chains for Jobs and Growth in the ECOWAS Region (MOVE) project is commissioned by the Bundesministerium für wirtschaftliche Zusammenarbeit und Entwicklung (BMZ) and co-financed by the Bill and Melinda Gates Foundation (BMGF). The project is being implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH. The overall (main) objective of MOVE is to build market-oriented and resilient value chains (rice and cashew) that contribute to the creation of income and employment in the ECOWAS region. Specifically, the goals of MOVE are:

- Increasing the value creation of processing in the ECOWAS region
- Improving the economics/environmental sustainability of agricultural systems
- Improving the marketing of regional products
- Disseminating good practices in promoting inclusive business models
- Strengthening public-private cooperation in policymaking

MOVE is implemented in Nigeria, Ghana, Burkina Faso, Sierra Leone, and Côte d'Ivoire and represents the merger of two previously well-established regional projects: The Competitive Cashew Initiative (ComCashew) and the Competitive African Rice Initiative (CARI). Both respective brands (CARI and ComCashew) are kept under the umbrella of the MOVE project.

Background on the inclusive Business Contract Farming Module

Contract farming is an agricultural production system in which farmers and buyers enter into an agreement before production begins. Under this arrangement, farmers commit to producing a specific crop and quantity, while the buyer agrees to purchase the produce based on predefined quality standards, prices, and delivery terms.

This model reduces market uncertainty for farmers by offering assured markets, access to inputs, technical support, and in some cases, financing. For buyers and processors, contract farming provides a more reliable supply of raw materials with consistent quality. Over time, it has been widely adopted to strengthen linkages between smallholder farmers and agribusinesses, improve productivity, and promote inclusive growth across agricultural value chains.

In line with efforts to build resilience among smallholder farmers and secure a steady supply of high-quality paddy, the private sector component of the GIZ / MOVE project intends to engage an expert to support the capacity building of rice producers. The objective is to support MGF partners and/or their processor consortium partners to establish a reliable paddy supply chain from organized farmer groups, while fostering sustainable and mutually beneficial business relationships between processors and producers.

Objectives of the Assignment

The objective of the assignment is to engage a consultant who will support the implementation of the following activities:

- Prepare training materials to support the training of the processors and their consortium partners on Inclusive Business Contract Farming Module for the new Rice Matching Grant Fund Partners.
- Organize and conduct a sensitization and basic workshop on contract farming for each of the lead partners, management and or staff of miller/processing companies and selected FBOs executives according to their needs.
- Conduct and facilitate a CF management training for all the executives of the processors.
- Organize and facilitate a two-day B2B session on Contract farming.

Qualifications of the Consultant

- **Education/training:** university degree (Master/PhD) business administration, economics, finance or equivalent, certifications in international trade, marketing, strategic planning, adult literacy, and in closely related field.
- **Language:** English C1 minimum
- **General professional experience:** Twelve (12) years' experience in the development of marketing plans, financial literacy education programmes, feasibility studies, business advisory, business coaching, business

management support, adult education, and business plan development for both corporate and SMEs to access facilities from both financial banks and non-financial institutions in West Africa Specific.

- **Specific professional experience:** The expert is expected to have worked at least 6-10 years in inclusive contract farming experience and trained by GIZ. The expert is also expected to hold a master's training certification in contract farming.
- **Leadership/management experience:** 6 years of management/leadership experience as a project team leader or manager in a company.
- **Regional experience:** 8 years of experience in projects in West Africa (region), of which 5 years in projects in Ghana
- **Development cooperation (DC) experience:** 6 years of experience in DC projects.

Interested Individual Consultants with proven experience in this area of work are kindly requested to express their interest for the above-mentioned project.

How to apply

Please submit an expression of interest with the following documents

- a. Official letter expressing interest including the following
- b. CV (indicating the relevant experience and qualifications)
- c. Technical Proposal/Concept/Plan& CV – **Two (2) Copies**
- d. Financial Proposal – **Two (2) Copies**
- e. The Consultant should be prepared to work and commit enough resources to meet the target. Quality is of utmost importance and shall not be compromised.

NOTE: Kindly Visit the link for Terms of Reference and other documents to be used in preparing your Technical and Financial Proposals.

Link- <https://www.giz.de/en/regions/africa/ghana/tenders>

The (a. Expression of Interest including required documents), (b. Technical proposals + CV) (c. Financial Proposals) mentioned above should be sealed in Two (2) Separate Envelopes and enclosed in one Bigger envelop, marked as "10019017/G-011859-102 "CONSULTANCY CONTRACT FOR THE INCLUSIVE BUSINESS CONTRACT FARMING MODULE FOR 3 NEW RICE MATCHING GRANT FUND PARTNERS IN GHANA"

To the following address:

The Procurement Unit,
GIZ Ghana Country Office
No. 7 Volta Street, Airport Residential Area, Accra
P.O. Box KA 9698,
Accra

To All Bidders:

- Bids must be submitted at the **GIZ Ghana Country Office Reception**.
- The deadline for submission is on **17.08.2026**.
- Documents should be submitted as early as possible before the deadline.
- Should the reception be closed, documents might exceptionally be dropped off at the guard's booth.
- The guards need to be told by the person submitting the documents that they are submitting tender documents.
- Always send a receipt with your documents stating the number of the tender.
- This receipt will be signed by the receptionist or a guard (in case of exceptional drop off at the guard's booth) to provide the bidder with a proof of delivery / submission.

"Please note that participating in a tendering process of GIZ is free of charge for bidders. At no phase of the process is the bidder required to make any payment to GIZ or to one of its employees."

Kindly Note by sending in your offer, you are agreeing to the GIZ General Terms and giving us the consent to process your company data.