**Market Development Fund (MDF) Investment Advisory Committee (IAC) Terms of Reference- Agribusiness Expert**

**Background of the Market Development Fund (MDF):**

The Market Development Fund (MDF) is a 2.1M Euro funding facility domiciled within SNV that will run until November 2025. The MDF intends to kickstart the energy efficiency market by buying down risk for ESCOs (Energy Service Companies) and ESPCs (Energy Service Provider Companies) on the supply side, and agribusinesses, social institutions, and businesses in the built environment on the demand side, to pilot innovative models for supplying and utilizing energy efficient technologies and services, grow & attract private capital for sustained impact beyond the project period.

The energy efficiency market in Uganda is nascent, and therefore requires substantial financial risk sharing if the ESCOs and ESPCs are to innovate scalable business models. Most ESCOs and ESPCs are currently micro and small-scale businesses where access to finance has been identified as a major challenge, reducing their impact. On the other hand, agribusinesses, institutional energy users and households in the built environment may not yet have adequate demand for the services of ESCOs and ESPCs.

The MDF is designed as a catalyst fund to stimulate access to EE services and products, especially in poorer communities and harder to reach geographies with limited market distortions. The MDF therefore makes temporary investments to kick start the market, and will engage with commercial finance providers to fund the EE market in the longterm.

**Rationale for the position:**

Provide expertise and guidance to IAC in selection of most viable business models proposed by agribusiness applicants. The Agribusiness Expert will be the technical expert on the committee with regards to agribusiness. He/She will provide overall guidance and technical backstopping to the committee on agribusiness

**Position Roles and Responsibilities:**

* Provide agribusiness landscape analysis support to the IAC as an when required, especially with regards to risks and opportunitires for grant investments.
* Review and analyse business models proposed by agribusinesses applying to access the fund and provide opinion to the committee on their viability.
* Provide advice or recommendations to MDF team on areas of imoprovement for the business models of agribusinesses to enable growth and competitiveness.
* Provide recommendations on crucial areas of focus to guide the MDF team during investment negotiations with the agribusinesses.
* Attend investment meetings and complete and share all IAC documentation as required.
* Provide suggestions on areas of continous improvement in the MDF quality and risk management.

**Skills and Personal Qualities**

* M.Sc in Agribusiness, Business Management, Marketing, Agricultural Economics, Natural Resource Management or related field.
* Up to Fifteen (15) years of work experience in investment advisory institutions, investment banking, business support environment such as incubation and acceleration facilities at senior level
* Experience in designing and analysing business models to generate advisory points to enterprises.
* Experience in structuring, facilitating and executing investment deals in the agribusiness sector in Uganda.
* High level of integrity, with a track record of incident-free service
* Ability to communicate clearly and concisely both orally and in writing
* Proficiency in English is required.

**Submission of requirements**

Interested parties should submit a detailed C.V by 19th December C.O.B. Submission should be by soft copy on the email [ugandatenders@snv.org](mailto:ugandatenders@snv.org) . Please indicate “IAC agribusiness expert” in the subject line

***Call* disclaimer.**

*SNV reserves the right to either accept or reject any or all C.Vs submitted. SNV can stop this procurement at any time without need to give explanation or can extend the deadline for submission once it sees it fit. In case you do not hear from SNV within 4 weeks of closure of the bid receipt date, consider yourself unsuccessful.**SNV also reserves the right to reject and cancel the call-in case any illegal, corrupt, coercive, or collusive practices are noticed. Late submissions will be rejected*. *Please note that viewing, downloading or otherwise using the TOR constitutes acceptance on your part of all the above noted statements and conditions.*