

Call for Vacancy Applications

## **Enterprise & B2B Entrepreneurship Growth Facilitator**

Swisscontact in Kosovo is looking for an Enterprise & B2B Entrepreneurship Facilitator. This vacancy is part of Swisscontact's Fostering Employment and Growth Opportunities (FEGO) project. The overall objective of the Project is job creation and income generation in Kosovo, in the furniture, apparel, and rural tourism sectors, to contribute to addressing high unemployment and poverty rates in the country, especially amongst youth and women. The FEGO project is financed by the Swedish International Development Cooperation Agency and implemented by Swisscontact. This is a four-year project, starting from January 2022.

The main function of the Enterprise & B2B Entrepreneurship Facilitator will be to support preparation and implementation of the work in the apparel, furniture, and B2B entrepreneurship/start-up initiatives, including the preparation and continuous update of the sector market strategy and interventions, as well as creating and maintaining partnerships with the respective private sector actors.

Duties and responsibilities of the Enterprise & B2B Entrepreneurship Facilitator:

- Supports and monitors the activities in the apparel and furniture sectors
- Supports and monitors the activities in supporting B2B entrepreneurship/start-up initiatives
- Conducts market sector assessments, for strategy development, including active review of literature and field investigation
- Engages in the mapping of market actors and maintains a network of core value chain actors, service providers, and actors in the regulatory framework
- Identifies and designs interventions for the apparel and furniture sectors as well as B2B entrepreneurship/start-up initiatives
- Prepares intervention concept notes, including business model and calculations and according to other criteria
- Facilitates deal-making with selected partners and prepares the intervention plans, including a budget, result chain, and measurement plan
- Supports partners in the implementation of interventions and continuous monitoring of sector interventions
- Facilitates interventions around apparel and furniture intervention areas as well as B2B entrepreneurship/start-up initiatives
- Mainstreams cross-cutting issues, including mainstreaming of women, minorities, and environment-related topics
- Ensures continuous monitoring and results in the measurement of interventions
- Applies Market System Development approach throughout project implementation in the apparel and furniture sectors
- Coordinates tasks and activities with project team

Minimum requirements

- Bachelor's degree in business administration, economics, social studies, or other relevant disciplines
- A minimum of 2 years of professional experience in a similar position
- Excellent analytical, writing, spoken communication, and presentation skills in English and Albanian
- Has excellent knowledge of market development methodologies, preferably has undertaken training on Inclusive Markets/Market System Development approach
- Has good knowledge of monitoring and evaluation methodologies, preferably has undertaken training on Monitoring and Results Measurement based on DCED standards
- Ability to analyse data
- Ability to travel extensively in Kosovo
- Ability to act independently and take initiative
- Excellent interpersonal skills and team player
- Experience with private sector development/market access/business development services
- Knowledge of and/or experience in the furniture and apparel sectors and/or entrepreneurship is of advantage.
- Ability to drive and driving license is preferred

**Application deadline**

23 January 2022

**How to Apply:**

Please submit your CV, motivation letter, and proof of your completed education at [lindita.daka@swisscontact.org](mailto:lindita.daka@swisscontact.org). Please also provide contact details of three professional references.

**More information**

For more details on the job, please write to: [lindita.daka@swisscontact.org](mailto:lindita.daka@swisscontact.org)

Further general information on Swisscontact Kosovo can be obtained from our website:

<https://www.swisscontact.org/en/countries/kosovo>