

sequa gmbH is a globally operating non-profit development organisation. Since 1991 sequa has carried out programmes and projects of international cooperation in close collaboration with the German private sector. sequa offers know-how and long-term experience in capacity development for chambers and associations (BMOs), vocational education and training, private sector development and trade promotion. The organisation is based in Bonn, Germany. sequa employs more than 100 persons (2022) and reported a turnover of EUR 58 m in 2021.

We are offering a project-based assignment as

Short-term expert in Corporate Social Responsibility and Sustainable Supply Chains in International Trade (m/f/d)

Location:	Europe and in our partner countries (currently Colombia, Côte d'Ivoire, Ecuador, Egypt, Ethiopia, Ecuador, Ghana, Indonesia, Kenya, Madagascar, Morocco, Nepal, Peru, Sri Lanka, Tunisia, Ukraine and Uzbekistan).
Assignment Period:	Several weeks per year (by individual agreement)
Project:	Import Promotion Desk

The Project

In close cooperation with the Federation of German Wholesale, Foreign Trade and Services (BGA) sequa gmbH is implementing the project **Import Promotion Desk** ("IPD" or the "project"). It is funded by Germany's Federal Ministry for Economic Cooperation and Development (BMZ). The project started with its initial phase on October 1st, 2012. Beginning on July 1st, 2021, it is active in its fourth project phase. This phase will last until December 31st, 2024. An extension of the project duration by further three years is expected.

The IPD project aims to facilitate and to sustainably increase imports from developing and emerging countries to Europe. Likewise, the project contributes to strengthening small and medium-sized enterprises (SMEs) and to building sustainable economic structures in the partner countries. At the same time, new or alternative sourcing opportunities and contacts are being offered to German and other European importers.

Several analyses have been carried out to determine the demand for imports from developing and emerging countries to Europe for different sectors (currently: fresh fruits & vegetables, natural ingredients for food, pharmaceuticals, and cosmetics, cut flowers, sustainable wood products and sustainable tourism). Based on these results, the IPD is working in the following partner countries: Colombia, Ecuador, Egypt, Ethiopia, Ivory Coast, Ghana, Indonesia, Kenya, Madagascar, Nepal, Sri Lanka, Tunisia, Morocco, Uzbekistan, Ukraine, and **Peru**.

IPD's core team is based in Bonn and Berlin (Germany). Regional hubs are located in Quito (Ecuador), Tashkent (Uzbekistan), Colombo (Sri Lanka), and Abidjan (Ivory Coast).

Your Tasks / Responsibilities

Given the ever-growing importance of sustainability on a legal and regulatory level within the European Union and its member states, with regards to consumer preferences and, hence, buyer requirements, SMEs in

developing countries and emerging markets, that export their products to Europe, are increasingly expected to prove they are conducting their business in accordance with these new sustainability requirements. Sustainability standards and certifications are already a must in some industries. Legislation on social and environmental due diligence currently under discussion or already in force will mean exclusion from the market in the future for SMEs that do not prepare for the changed business environment.

To ensure SMEs within the IPD programme are able to comply with new buyer and/or legal requirements, the IPD conducts trainings to raise awareness and explain basic concepts of sustainability, Corporate Social Responsibility and social and environmental due diligence. In addition, the IPD supports exporters in identifying and addressing risks in their operations and in developing policies, codes of conduct and action plans to advance and strategically structure their sustainability efforts. Together with the IPD CSR team, the short-term expert is expected to:

- Develop and carry out (online) trainings to raise awareness on sustainability related topics among the IPD target group;
- Introduce SMEs to most important European and international frameworks and legislation on sustainability;
- Support and guide SMEs in the process of
 - assessing where they stand with regards to sustainability,
 - identifying risks within their business,
 - developing an action plan to tackle those risks and
 - developing written policies, Codes of Conducts and/or a CSR strategy
- Support SMEs in taking concrete first steps to implement their respective action plans and strategy and monitor progress of implementation.

Your Qualification / Skills

- Extensive professional experience in CSR and sustainability in one or more of the IPD sectors Fresh Fruit and Vegetables, Natural Ingredients for Food, Cosmetics and Pharmaceuticals, Cut Flowers or Sustainable Wood Products;
- Sound knowledge of European and international frameworks and initiatives (German Supply Chain Act, EU Corporate Sustainability Due Diligence, EU Deforestation Due Diligence, UNGP & UN Global Compact,...);
- Proven expertise in environmental and social certification schemes (e.g. Rainforest Alliance, ETI, Organic, Fair for Life, Fair Trade, FSC);
- Ability to work on complex topics such as CSR and sustainability together with different stakeholders in a comprehensive way and to show practical solutions for challenges in everyday business life of SMEs;
- Willingness to work as part of a team with various stakeholders and partners under complex conditions;
- Capability and flexibility to use various IT tools (e.g. MS Teams, Zoom, ownCloud, b2match, GetFeedback) and willingness to apply the respective associated usage guidelines;
- Excellent written and spoken English and ideally knowledge of another language from the IPD partner countries (e.g. French, Spanish, Ukrainian, Arabic,...);
- Strong communication and presentation skills;

Job Announcement



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- No conflict of interest against counterparts, partner organisations (e.g. German sector associations, other import promotion programs) and other target groups (e.g. German/European importers or exporters of IPD partner countries).

Please send a cover letter, your CV and relevant resumes as well as your availability to: Daniel Oppermann, oppermann@importpromotiondesk.de