



## Terms of Reference

### Investment Mentor

#### About Leaders International

Leaders International is an international network of local organizations that plans, manages, and monitors innovation and economic development interventions in the region. Through its offices in Brussels, Amman, and Ramallah, Leaders International provides complete project-management services with a focus on private-sector development, enterprise development, job creation, entrepreneurship, D4D, economic policy dialogue, and tourism value chain development.

#### Background

As a partner in the MEDSt@rts project, Leaders International is implementing the project activities in Palestine. MEDSt@rts - Med microfinance support system for start-ups - project is financed by the European Union's ENI CBC Med Programme and implemented in Italy, Greece, Tunisia, Palestine, and Lebanon.

MEDSt@rts addresses young and highly motivated people with innovative ideas - usually high-risk companies - and supports them in developing their business. Leaders International intends to recruit a qualified investment Mentor that will carry out activities related to the project.

#### Purpose:

Mentor(s) will provide professional counseling and advice to the MedSt@rts Participants, focusing on skills training, business guidance, professional contacts, and problem-solving.



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## Scope of the work

As part of MedSt@rts objectives for sustainable development and durability, mentor(s) are responsible for the provision of support and assistance services to the 15 MedSt@rts entrepreneurs and startups through online mentorship sessions. The mentor is responsible for transferring viable and necessary knowledge and skills needed for each individual project to succeed.

The investment mentor is responsible for drafting investment plans and strategies for each participant, that allow them to set realistic and long-term goals. Mentors should provide participants with personalized advice based on market trends and their particular needs. The aim of the mentorship sessions is to allow mentees the knowledge and skills-base necessary to attract national and international investors.

## Deliverables:

- Delivery of a total of 150 hours of one-to-one mentorship sessions to 15 start-ups, as each startup/team will receive a total of 10 hours of investment-related mentorship during the timespan determined by Leaders International.
- Provision of mentorship sessions covering essential investment-related skills and know-how, including, but not limited to, the following:
  - Identification of investment opportunities and goals
  - Teaching mentees about investment vehicles in Palestine and MENA and how to target future investment opportunities
  - Provision of practical and real-life advice
  - Highlighting the value of pitch-decks and teaching mentees how to create successful and attractive pitch decks
- Assistance of the MedSt@rts entrepreneurs in drafting and developing complete and comprehensive Investment plans/Strategies that will guide their financial goals, helping them secure safe financial futures.
- Development of attractive pitch-decks for each of the 15 participants.



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## Outputs:

- 150 hours of mentorship sessions
- 15 investments plans
- 15 pitch decks
- Training Outline
- Training materials
- Video recordings of each training session
- Meeting minutes of each training session
- Screenshots.

## Expected implementation timeframe:

- Implementation will be based on specific needs of the targeted beneficiaries, and will be between April, 2021 – June, 2021.

## Qualification, Knowledge, and Experience

- At least a Bachelor's Degree in Finance, Accounting, Investment, or any other relevant field.
- Experience in the financial sector.
- Personal flexibility and high motivation.
- Experience in similar projects and working in teams.
- Excellent interpersonal and communication skills in both Arabic and English.
- Excellent planning and administration skills.

To apply for this opportunity, please send your CV along with the financial offer to [vacancies@leadersinternational.org](mailto:vacancies@leadersinternational.org) no later than 25/03/2021.



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## FINANCIAL OFFER FORM

FOR

**“MED Microfinance support system for start-ups – MEDSt@rts Project”**

Please fill in the table below and submit it along with your CV to: [vacancies@leadersinternational.org](mailto:vacancies@leadersinternational.org)

Name of subject: **Investment Mentor/ MEDSt@rts**

First Name, Last Name	
Address	
Mobile	
E-mail address	
Nationality (for tax purposes)	
Expected daily rate in <b>EUR</b>	



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