



## Terms of Reference

### MedSt@rts Incubation Programme Joint Training Programme Trainer

#### 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 trainer that will carry out activities related to the project.

#### Objective:

The objective of the Incubation Programme (10 Day Training) is to provide 15 start-ups with an advanced entrepreneurial training course that includes: Business strategy, Product & service development, Marketing & competitive intelligence, Finance, Negotiation & Sales, Legal & Intellectual property, entrepreneurial skills, BMCs, Value Chains, Pitch decks, Business Plans, Palestinian and international markets.



Fondazione  
di Sardegna



CHAMBER OF COMMERCE  
INDUSTRY & AGRICULTURE  
IN SIDON & SOUTH LEBANON



CHAMBER OF  
ACHAIA

CHAMBRE DE COMMERCE  
ET D'INDUSTRIE  
DE SIDON, TUNISIE  
والتجارة والصناعة  
لبيروت

LEADERS  
INTERNATIONAL

Associated partner  
Fondazione  
Collegio Europeo di Parma

SFIRS



## Scope of the work

The trainer is responsible for developing training material and delivering a 10-day incubation program, comprised of 60 hours (6h per day for 10 days) for 15 start-ups.

The Training methodology that will be utilized is a highly interactive participation-centred approach to ensure maximum engagement and discussion among participants. Small working groups and various collaborative exercises are held throughout the training sessions, with optimum results coming from active participant involvement. Thus, it is also peer-based learning where the results can be substantially high. The training will be online.

## Deliverables:

- Development of training material and presentations for the 10-day Incubation Program;
- Delivery of a 10-day online incubation programme to 15 MedSt@rts Start-ups, which integrates traditional teaching methods with immersive and creative activities that provide participants with valuable skills and knowledge.

## Outputs

- Training Agenda
- 10-day workshop Outline
- Training material and presentations
- 10 attendance sheets
- 10 meeting minutes
- 10 recordings
- 20 screenshots in total (2 screenshots of each day of the program, one at the beginning of the day, and one at the end)
- Training courses used
- End-of-workshop report



Fondazione  
di Sardegna





### Qualification, Knowledge, and Experience

- At least a Bachelor's Degree in Business Administration, Economics, or any other relevant field.
- Ability to assess Job performance, increase business efficiency and improve organizational structure.
- Personal flexibility and high motivation.
- Experience in similar projects and working in teams.
- Excellent in
- 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 17/03/2021.



Fondazione  
di Sardegna





## 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: **Joint Training Programme / MEDSt@rts**

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



Fondazione  
di Sardegna

