



## **Terms of Reference**

### **Expert Coach**

### **One - to - One Coaching**

#### **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 GIMED project, Leaders is implementing the project activities in Palestine. GIMED - The Green Impact Med Project-Positive Investments for Positive Impacts, Project is financed by the European Union's ENI CBC Med Programme and implemented in Spain, Lebanon, Palestine, Tunisia, Egypt and Italy.

GIMED supports green entrepreneurship in the Mediterranean by fostering job creation and economic growth, particularly among young and women entrepreneurs. It strives to boost the development of eco-innovative ventures in order to create employment and drive the green and circular economy in the region.

#### **Objective**

Identification of coaches that will provide support through one – to – one coaching sessions to the GIMED early-stage participants.

#### **Scope of work**

Complementary support through one-to-one coaching sessions to GIMED early-stage ventures plays an integral role in ensuring that project participants receive all the needed support and assistance services needed. One-to-one coaching sessions aim at providing individualized training to GIMED participants in order to scale their businesses, fortify their business models, and facilitate their entrance into local and global markets.

Coaches must have comprehensive knowledge and experience in providing complimentary support services to new business, alongside a solid background in green entrepreneurship.

Each two-hour one – to – one coaching session will demand for two hours of preparatory work and reporting.



## Responsibilities

Delivery of a total of 30 mentorship sessions to 10 start-up teams, ensuring that each of them gets a minimum of three 2-hour mentorship sessions, covering the following:

1. Assistance of project participants in developing their Green Business Plans or Green Business Models;
2. Identification and customization of support services tailored to the specific needs of each sustainable business through technical assistance and support
3. Covering relevant topics that include, but are not limited to, the following:
  - Access to investment opportunities
  - Access to markets
  - Access to Finance
  - Idea-pitching
  - Marketing strategy development
  - Eco-design
4. Tracking the online and offline progress of participants through the use of relevant platforms;
5. Assistance in the creation of synergies and linkages between the GIMED Participants and relevant stakeholders;
6. Participation in meetings with the Project Team;
7. Evaluation of participants;
8. Weekly update of project documents;
9. Provision of monthly narrative and progress reports.

## Outputs

1. Delivery of 30 one-to-one coaching sessions;
2. 30 video recordings of the online training sessions;
3. Screenshots of the sessions;
4. 30 Meeting Minutes of each session;
5. End of coaching report.

## Prerequisites

1. Comprehensive knowledge of the goals and objectives of the GIMED Project
2. Priority goes to individuals with Certifications in Green Training
3. Background and experience in green entrepreneurship and agriculture

**Timeframe:** October 2021 – January 2022, or any other needed period

Coaching might take place on weekends or after office hours.

A minimum of two expert coaches will be appointed for this position.



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EUROPEAN UNION



REGIONE AUTONOMA DE SARDIGNA  
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To apply for this opportunity, please send your CV along with the financial offer to:  
[procurement@leadersinternational.org](mailto:procurement@leadersinternational.org), no later than 07/10/2021



## FINANCIAL OFFER FORM

FOR

**“The Green Impact Med Project-Positive Investments for Positive Impacts- GIMED Project”**

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

Name of subject: **One – To – One coach / GIMED**

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