

### TERMS OF REFERENCE

#### PROJECT LEAD

#### FOR THE PROZORRO.SALE UNDER THE MINISTRY OF ECONOMIC DEVELOPMENT AND TRADE OF UKRAINE

ToR Date of Issuance:	<b>Sep 13, 2017</b>
Due Date for Applications:	<b>Sep 22, 2017</b>

*PRSM is committed to providing equal employment opportunity without regard to race, color, religion, gender, sexual orientation, national or ethnic origin, age, disability or status as a veteran with respect to policies, programs, and activities.*

#### Background

The Professionals for Reform Support Mechanism (PRSM) provides human resource support – from managers to technical experts – to critical reform initiatives undertaken by national governmental agencies. PRSM is a multi-donor platform, which improves coordination of donor efforts for greater impact and avoids overlap of donor funding. It does not support routine work of the Government of Ukraine that is normally managed by the civil service. To do this, PRSM:

- **Selects initiatives** based on clearly defined links to reform initiatives
- Ensures transparent **recruitment** of human resources
- Manages the **contracting** and payment of human resources
- Provides financial **reports** for donors
- **Monitors** initiatives for results.

#### Reform Initiative

The objective of reform initiative is to develop an electronic asset sales system and make it operational based on ProZorro principles and architecture, allowing to significantly decrease corruption by implementing an IT system of transparent asset sales. The reform would also allow to restructure the portfolio of SOEs by providing a transparent privatization tool. The RI will introduce five new directions for operations:

- Wood market;
- Small privatization;
- Land auction;
- Real estate rental;
- Incidental assets of SOEs.

#### Position Summary

**Project Lead** is responsible for the development and implementation of the reform strategy, stakeholder management.

#### Preferred Qualifications and Skills

- Master degree in economics, finance, law or management (MBA abroad of Ukraine is preferable);
- No less than 5 years as CEO or Project Lead Manager (abroad of Ukraine experience is an advantage);

- Presentation skills;
- Good knowledge of Data management and analytic skills;
- Experience of business analysis;
- Project lobbying skills and experience;
- Ability to work with arguments and objections is a must;
- Experience with Government entities and their mandate and processes is an advantage (experience in related entities is an asset);
- Leading a multidisciplinary team is an advantage;
- Fluent in English.

**Indicative duties and responsibilities**

- Development of the reform strategy;
- Team management;
- Establishing partnerships (NGO, Government and Business);
- Development of financial models;
- Negotiations with state entities.

**Contract Duration and Timing:**

The total duration of the consultancy is expected to be 3 months, with possible extension, based in Kyiv.

**To apply:**

Submissions must be prepared in English and delivered electronically by 17:00 Kyiv time on September 22, 2017 to the following address: [prsm@fsr.org.ua](mailto:prsm@fsr.org.ua). We do not welcome unsolicited phone calls.

All submissions must include:

- 1) Applicant's CV (in English);
- 2) Applicant brief letter of interest indicated related experience and achievements.

Please ensure to state **Project Lead** in the e-mail subject line.

Applications received after the indicated deadline or without letter of interest will not be reviewed and considered.

*Shortlisted candidates will be contacted after September 26, 2017.*