

## SELECTION CRITERIA

### BUSINESS CONSULTANT FOR TRADE MISSIONS

- **Company size:** Small or medium consulting companies (usually with up to 10 staff) specializing in import promotion to a foreign country.
- **Location:** a selected country where the trade mission to be done - preferably; Ukraine
- **Experience:** 5+ years of operations.
- **Proven track record** of successful cases of company's clients, e.g. foreign businesses from different industries in the particular country or list of different countries.
- **Partnership network:** a company has numerous possible-to-check list of partner experts in various industries.
- **B2B:** results/cases of proven ability to work on finding potential partners.
- **Market intelligence:** examples of market intelligence reports according to the specific requests of their clients.
- **Experience of cooperation with national trade / export promotion organizations:** experience in organizing trade/business missions in cooperation with national trade / export promotion organizations is a plus.
- **Business reputation:** transparency, official web-site, references.
- **Capable to obtain payment from NGO located in Ukraine.**
- Has strong business contacts in private sector.