

**COMISSÃO DA CEDEAO**

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Agence Régionale pour l'Agriculture et l'Alimentation

ARAA



**ECOWAS COMMISSION**

Regional Agency for Agriculture and Food

RAAF

**Call for expressions of interest**

**Terms of reference**

**Selection of an individual consultant, Assistant Regional Coordinator, Support Programme for Livestock Marketing in West Africa (PACBAO), phase 2.**

<b>Reference :</b>	<b>ARAA/PACBAO2/2025/SCI/003</b>
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## 1. Background and rationale

### 1.1. Background

West Africa and the Sahel (WASA) is a livestock region with a large domestic ruminant population estimated in 2021 at 118,044 million cattle, 171,594 million sheep, 224,999 million goats and 14,399 million camels (FAOSTAT, 2023). This livestock is unevenly distributed across the region, with most of it concentrated in Chad, Nigeria and the Sahelian countries of Niger, Mali, Burkina Faso, Senegal and Mauritania. In the Sahelian countries and in the north of the coastal countries, this livestock is mainly raised according to pastoral and agropastoral farming systems. In recent years, there has been an acceleration in the transfer of herds from traditional breeding areas to the south of Sahelian countries and the north and center of coastal countries (Benin, Côte d'Ivoire, Ghana, Togo), which can be likened to migration-escape, due to the adverse effects of climate change and insecurity in the Liptako-Gourma (Burkina Faso, Mali, Niger) and Lake Chad (Nigeria, Niger, Chad) regions. This insecurity, which is increasingly spreading to the north of the coastal countries (Benin, Togo, Côte d'Ivoire, Ghana), is marked by terrorist attacks, the occupation of livestock areas and cattle rustling. It has also disrupted livestock farming systems, livestock markets and transhumance and livestock marketing circuits.

In addition, the livestock sub-sector makes a significant contribution to the regional economy, food and nutritional security, job creation and social cohesion. According to a study carried out in 2017 in 7 countries (Benin, Burkina Faso, Chad, Côte d'Ivoire, Mali, Niger and Nigeria), the average contribution of livestock to gross domestic product (GDP) is around 12%. This average conceals major disparities between Sahelian and coastal countries, with respective ranges of 13-20% and 2-6%. In terms of agricultural GDP, the average contribution of the livestock sub-sector is estimated at 35%. Comparative analysis of the two (2) sub-areas (Sahelian and coastal) shows that the contribution of livestock farming to agricultural GDP in coastal countries is lower than in Sahelian countries. In fact, livestock production contributes an average of 36% to agricultural GDP in Sahelian countries, compared with an average of 15% for coastal countries. Actually, this figure would be much higher if the value of animal traction and organic manure in integrated crop-livestock systems were taken into account. Livestock production accounts for 5 to 10% of exports from countries in the sub-region, notably Chad, Mali, Niger and Burkina Faso.

Regional cross-border trade in livestock (cattle, sheep, goats), for example, weighs heavily in the balance of trade of Sahelian countries. It often represents the second or third largest export in terms of value, behind precious metals (gold, uranium), oil and cotton. Based on an exploitation rate of around 12% for cattle and 30% for small ruminants, the annual supply of livestock (number of animals sold for slaughter in the country or for export) is estimated at 9.5 million cattle, 32.1 million sheep and 37 million goats for the 6 Sahelian countries. With the exception of Senegal, whose ruminant-to-human population ratio is low compared to other Sahelian countries, all these countries largely cover their domestic demand. They export around 25% of their production to coastal countries, and even more than half in the case of Mauritania and Chad, i.e. 2.3 million cattle, 5.1 million sheep and 5.6 million goats. Generally speaking, it's the overweight animals that are exported (bulls and steers), while the older, leaner cull cows are destined solely for the domestic market. These exports meet demand exclusively from coastal countries, namely Nigeria, Côte d'Ivoire, Ghana, Senegal and, to a lesser extent, Benin and Togo.

In addition, the WA sub-region is experiencing strong demographic growth and massive rural exodus. According to the United Nations (2020), the population of West Africa is estimated at 402 million in 2020, with an estimated annual growth rate of 2.6%, or 2.86% for Sahelian countries and 2.43% for coastal countries. The urban population currently represents 48% of the total population, with an annual urbanization rate of over 4%. The West African population is expected to reach 516.6 million by 2030. Demographic growth and urbanization will generate ever-increasing demand for animal products. Demand for meat is mainly met by domestic production, supplemented by imports, the value of which is estimated at US\$745 million for meat and meat products in 2020. A comparative study of livestock product

markets in the different regions of Africa shows that by 2030-2050, beef imports will remain the most important in West, North and Central Africa.

It is against this backdrop that the West African Livestock Marketing Support Program (PACBAO) was developed in 2017 by ECOWAS with technical and financial support from the Swiss Cooperation (SDC) as part of the implementation of the regional agricultural policy, ECOWAP 2025. PACBAO aims to develop competitive, regional and inclusive livestock-meat value chains, by enhancing the value of West African pastoral and agropastoral livestock, inserting herders and pastoralists (herdsmen) into these value chains under remunerative conditions, and satisfying the meat demand of households in the region.

## **1.2. Rationale**

Despite its low productivity and the relative lack of competitiveness of its products, the contribution of livestock farming to the GDP of Sahelian countries and to the food and nutritional security of the sub-region's populations remains very significant. The livestock sub-sector is also a major provider of jobs, employing over 50% of the population, particularly women and young people, who are heavily involved in the various animal value chains. In view of its social, economic and strategic importance, West Africa has adopted community policies favorable to the development of the livestock sector.

Generally speaking, ECOWAS needs to improve the application of policy instruments that can ensure the competitiveness of agricultural products within the region and with third countries, in order to enable better marketing of the latter, particularly of the region's livestock and meat. This would improve the performance of private players, including those brought together within the West African Confederation of National Federations of the Livestock and Meat Sector (COFENABVI-AO).

At ECOWAS level, livestock issues are mainly covered by two major regional policies and their implementation instruments:

Regional agricultural policy (ECOWAP/CAADP), integrating the livestock sub-sector;

Trade policy, covering on the one hand policy at the borders of the CEDEAO area with the Common External Tariff (CET) and intra-community trade policy with the CEDEAO Trade Liberalization Scheme (SLEC);

Decision A.DEC.5/10/98 on the regulation of transhumance between ECOWAS Member States and Regulation C/REG.3/11/03 on the implementation of ECOWAS Decision A.DEC.5/10/98;

And recently, the regional strategy for livestock development and securing pastoral systems in West Africa, adopted in July 2024.

Concerning the institutional framework for the implementation of ECOWAP, the Regional Agency for Agriculture and Food (RAAF), based in Lomé, was created by regulation C/REG. 1/08/11. Its mandate is "to ensure the technical execution of regional programs and investment plans contributing to the operationalization of ECOWAS agricultural policy, drawing on regional institutions, organizations and actors with proven expertise". Launched on September 27, 2013, the RAAF ensures the implementation of several projects and programs contributing to the operationalization of the ECOWAS Regional Agricultural Policy.

Swiss Cooperation supports the implementation of ECOWAP through, among other things, the funding of the Support Programme for Livestock Marketing in West Africa (PACBAO), the first phase of which ran from July 2018 to June 30, 2023.

In view of the main challenges facing the livestock-meat chain in WASA, the first phase of the program focused on improving policies, building the capacity of private players (COFENABVI-AO, in this case) and developing innovations in the following thematic areas: (1) intensifying the production of quality meat animals, (2) modernizing the livestock and meat trade, and (3) strengthening business links between players along the chain. At the end of implementation, most of the initial challenges remained, notably the weak institutional and organizational capacities of private players, weak governance of the livestock-meat chain, and the need to continue strengthening ECOWAS institutional and operational capacities to implement policies and regulations in the livestock sector, and particularly the livestock-meat chain. On

the other hand, the challenges linked to increasing supply and the competitiveness of the sector are still topical.

Thus, the second phase of the program (PACBAO 2), which will last 4 years, has been built on the lessons learned from the first phase of implementation. It aims to facilitate/promote regional trade in livestock and meat along the main export corridors in West Africa and the Sahel. Specifically, its implementation should contribute to: (i) improve regional trade in livestock and meat along the main corridors; (ii) improve the governance of regional livestock-meat value chains; (iii) produce and make available decision-support information on regional trade in livestock and meat; (iv) support the improvement and diversification of local meat products on the regional market; and (v) support the strengthening of ECOWAS's operational capacities for the implementation of policies and regulations in the field of livestock breeding and trade in local animal products.

The RAAF, which is responsible for technical execution on behalf of ECOWAS, has obtained the partner's agreement to recruit an "Individual Consultant, Regional Coordinator of the PACBAO 2 Program" with a view to setting up a regional coordination unit for the second phase of the PACBAO program.

These terms of reference describe the objectives of the assignment, the tasks and responsibilities of the consultant and the terms and conditions of recruitment.

## **2. Mission objectives**

The Individual Consultant, Regional Coordinator, reports to the Executive Director of the RAAF and to the Head of the RAAF Technical Operations Division and the PACBAO 2 Regional Coordinator. His/her main task is to provide full-time technical support to the RAAF Technical Operations Division and the PACBAO 2 Regional Coordination Unit.

## **3. Expected results**

During the implementation phase, the Assistant Regional Coordinator will carry out all the tasks outlined in the tasks and responsibilities section below, and will contribute to the operational efficiency of the PACBAO Program and the RAAF Technical Operations Division.

## **4. Duties and responsibilities**

- Under the supervision of the Head of the Technical Operations Division of the RAAF, the consultant's tasks and responsibilities are :
- Support the PACBAO 2 Regional Coordination Unit and the RAAF Technical Operations Division in the preparation of files relating to the implementation of PACBAO 2 and other programs;
- Contribute to the professionalization and structuring of the livestock/meat and local milk sectors and related activities in West Africa and the Sahel;
- Support information gathering from stakeholders in the local livestock/meat and milk sectors, in particular regional farmers' and professional organizations (OPR: APESS, RBM, ROPPA, etc.);
- Support the development of tools for mastering technical itineraries for the production, processing and marketing of high-value-added animal products, and for disseminating the results of the PACBAO 2 program;
- Contribute to the formulation and development of regional projects and actions on livestock/meat and local milk value chains to enable the mobilization of international funds;
- Contribute to the preparation of monthly, quarterly, semi-annual and annual reports for the PACBAO 2 Program;
- Carry out any other tasks assigned by the RAAF.

## **5. Candidate profile**

### **5.1. Education**

- University degree of at least BAC+5 in Agronomy, Zootechnics, Animal Production, Agro-economics, Veterinary Medicine or any related discipline.

### **5.2. Professional experience**

- At least 7 years' relevant experience in agricultural or livestock development
- At least two (02) years' experience in the development of livestock/meat sectors;
- Good experience with regional or national livestock organizations;
- Have conducted field activities to promote livestock-related sectors;
- Have contributed to the management of projects in collaboration with different types of stakeholders;
- Experience of working in multidisciplinary, multicultural technical teams;
- Good experience in monitoring field projects implemented by local livestock or agricultural organizations,
- Have conducted field surveys and ensured proper data collection in the context of agricultural or rural development or food security projects.

### **5.3. Expected skills**

- Good experience of project management and coordination in the livestock sector;
- General knowledge of the agricultural/livestock sector in the West African and Sahelian region;
- Good knowledge of ECOWAS and its institutions;
- Good command of one of the three ECOWAS working languages (English, French, Portuguese) is required. Good linguistic knowledge (written and oral) of a second working language of the Commission would be an asset;
- Good command of the Office pack: Word, Powerpoint and especially data collection and processing software (Kobo, SPSS, STATA, etc.);
- Good command of livestock market information systems.

### **5.4. Qualities required**

- Very good interpersonal skills;
- Autonomy ;
- Rigor ;
- Federating spirit ;
- Organizational skills ;
- Recognized for creativity and teamwork ;
- Ability to work cross-functionally with multiple contacts;
- Excellent ability to work remotely;
- Keen interest in development issues in West Africa and in marketing agro-sylvo-pastoral and fishery products (networking, business partnerships, advisory services, etc.).

## **6. Location, duration and start of assignment**

- The consultant will be based in Lomé, Togo, at the headquarters of the Regional Agency for Agriculture and Food.
- The duration of the assignment is one (01) year, renewable after a satisfactory evaluation.

## **7. Selection procedures**

### **7.1. Eligibility and qualifications**

The ECOWAS Commission, through the Regional Agency for Agriculture and Food (RAAF) hereby invites individuals to express their interest in providing the required services by providing information demonstrating that they possess the necessary qualifications and relevant experience to carry out the assignment. The criteria for qualifications and experience are best described in the terms of reference.

The attention of interested individual consultants is particularly drawn to Article 117 of the revised ECOWAS Public Procurement Code ("Offences committed by candidates, tenderers and successful tenderers"), which provides information on corrupt or fraudulent practices in the competition or execution of a contract. In addition, please refer to the following specific information on conflicts of interest related to this assignment in accordance with article 118 of the revised ECOWAS Public Procurement Code.

### **7.2. Application form**

The expression of interest file consists of :

- A letter of expression of interest, including a deadline for availability;
- A recent curriculum vitae detailing professional experience and similar assignments;
- Three professional references (first and last names, current position, position at the time of collaboration with the Consultant, email and telephone contacts);
- Certified copy of certificate(s);
- Copies of work or service certificates listed in the curriculum vitae.

## **8. Receipt of applications**

- Deadline for receipt of applications: February 14, 2025 at 5:00 PM (GMT)
- Submission links: applications should be submitted by download to: Drive <https://bit.ly/40oxb5F>
- Application format: the application must be in the form of a single PDF file.
- The RAAF reserves the right not to consider applications that do not comply with the above submission requirements.

## **9. Selection method**

A consultant will be selected according to the individual consultant selection method described in the ECOWAS "Procurement Regulations". An interview to assess knowledge, skills and abilities may be organized with the best candidates. Only short-listed candidates will be contacted. The RAAF reserves the right not to proceed with this notice.

## **10. Request for further information**

Interested consultants can obtain further information by writing to the following e-mail addresses: [procurement@araa.org](mailto:procurement@araa.org) cc : [ctienon@araa.org](mailto:ctienon@araa.org), [lbarnabo@araa.org](mailto:lbarnabo@araa.org), [bkpessiglo@araa.org](mailto:bkpessiglo@araa.org) with "**SCI003-PACBAO2-Assistant coordinator**" in the subject line.