

EXPRESSION OF INTEREST World Vision International Lao PDR

Hiring Consultant to develop the Training Manual for Trainers on Business Management, Marketing, Financial Management, Climate-Smart Agriculture, and provide Training for Trainers for key implementing partners and BASIN staff

The Building Climate-Adaptive Solutions through Inclusive Market Networks (BASIN) project is a regional initiative, jointly implemented by World Vision Australia (leading agency), World Vision East Asia Region, World Vision International in Cambodia, Laos, and Vietnam, and the University of Technology Sydney (UTS). The project will be executed for 48 months (May 2025 - April 2029), with funding support from Australian Department of Foreign Affairs and Trade through Mekong Australia Partnership Phase 2 (DFAT-MAP2), and aims to build a more inclusive, integrated, economically and climate-resilient Mekong Subregion.

For Lao PDR, the BASIN Laos project will be implemented in 12 target villages in Soukhouma District, Champasak Province, with key focus on three selected agricultural value chains: rice, vegetable, and livestock (pig & poultry), to support the 2018 farmer households, or 9,081 individuals as direct beneficiaries, including women, men, children and marginalized groups (youths, person with disabilities and ethnic minorities), to be reached in target project areas. The BASIN program's core approach is inclusive of Market Systems Development (iMSD), as World Vision's key strategy for increasing incomes of the marginal poor. The iMSD approach will integrate access to finance, Gender Equality Disability and Social Inclusion (GEDSI), and Environmental Sustainability and Climate Action (ESCA), which will enhance market functionality to better serve people in poverty and marginalised groups, while building their capacity to participate in and benefit from market systems. This approach addresses beneficiaries' needs, including access to climate-smart agricultural practices, increased market opportunities, financial inclusion, and support to overcome social and gender barriers that limit their participation in decision-making and income-generating activities.

1. Purpose

- To develop the Manual for Trainers on business management, marketing, financial management, and Climate-Smart Agriculture (CSA), in consultation with relevant key stakeholders and working closely with Program Country Manager, Technical Specialists and project team.
- To co-facilitate ToT training with Technical Specialists, for trainers from key implementing partners and BASIN staff using developed ToT manual, and evaluating the effectiveness of the training, and introducing monitoring and evaluation tools to measure the impact of training.

2. Scope of Work:

The successful applicant is expected to be responsible for the following:

Objectives/Activities	Key deliverables	Timeline
1. Develop ToT Manual: 1.1 Develop the ToT Manual on business management, marketing, financial management, Climate-Smart Agriculture (CSA), by working closely and consultation with Country	• The ToT Manual is jointly developed, finalized and printed out in a quality and timely manner.	Oct – Nov2026 (2 months)

Program Manager, Technical Specialists and project team. 1.2 Organize a consultation meeting to review the drafted ToT Manual with Country Program Manager, Technical Specialists and project team. 1.3 Finalize and print the ToT Manual on business management, marketing, financial management, and CSA.		
2. Co-facilitate delivery of ToT training for trainers and BASIN staff: 2.1 Develop the ToT training curriculum outline and plan with Program Country Manager, Technical Specialists and project team. 2.2 Co-facilitate the conducting of ToT training for trainers and BASIN staff, with Technical Specialists and project team. 2.3 Evaluate and monitor the impact of training and submit a review report of training to the Program Country Manager and Technical Specialists.	• A ToT training curriculum and plan is jointly developed and agreed on implementation with Program Country Manager, Technical Specialists and project team. • ToT training on Business Management, and CSA, is jointly facilitated and conducted with relevant Technical Specialists and project team. • The ToT training is evaluated and monitored to ensure the impact of training, and training report is also submitted. • Follow-up action plan is jointly developed with trainers and BASIN staff for the cascade training for farmer groups.	Dec 2027

Interested candidates are invited to send a complete application package in English containing:

- A curriculum vitae;
- An expression of interest letter of no more than 4 pages, outlining how a consultant/ a team of consultants meets the selection criteria;
- A proposal should include proposed approaches, outlined timeframe, frameworks and detailed methodologies;
- A financial proposal that indicates the fixed total contract price, supported by a breakdown of costs. The offer must ensure that costs consist of consultant fees (tax included).
- Applications must be submitted no later than **15 September 2026**.

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