

**TERMS OF REFERENCE.
FOR THE INTERNATIONAL CONSULTANT.
FINANCIAL CONSULTANT OF GCIP MOLDOVA.**

Title:	International Consultant. Financial consultant
Main Duty Station and Location:	
Mission/s to:	To be approved separately as required
Start of Contract (EOD):	TBC
End of Contract (COB):	TBC
Contract Type:	Regular

ORGANIZATIONAL CONTEXT

The Energy Efficiency Agency, from now on referred to as EEA, is a government body in Moldova subordinated to the Ministry of Energy - the central specialized authority of the public administration in the energy sector. The EEA is generally responsible for co-designing and implementing state policies to improve energy efficiency and promote renewable energy. More specifically, the EEA participates in drafting national programs, action plans, and normative acts, including technical regulations and standards in the field of renewable energy and energy efficiency; develops minimum energy efficiency requirements for devices and equipment produced in or imported to Moldova; and drafts innovative programs promoting energy efficiency and renewable energy as well as assists the central and local public authorities in preparing such programs. The EEA has been selected as the primary executing entity of GCIP Moldova, responsible for recruiting project management personnel to the PMU. The PMU will manage, monitor, and evaluate project activities.

PROJECT CONTEXT

The United Nations Industrial Development Organization (UNIDO), with its unique mandate to support inclusive and sustainable industrial development, has partnered with the Global Environment Facility (GEF) to address the most pressing global environmental challenges of our time. Through fostering innovation and entrepreneurship ecosystems, UNIDO and GEF seek to promote affordable and scalable solutions, enabling countries to leapfrog to climate and clean energy technologies (cleantech) through the Global Cleantech Innovation Programme (GCIP).

GCIP fosters an ecosystem approach that supports cleantech innovations in existing and new SMEs and start-ups by providing catered tools and methodologies that enhance their productivity and competitiveness while promoting a supportive policy and regulatory framework on a national level. The GCIP takes a competition-based approach (accelerator) to identify a pool of promising entrepreneurs and support them through ongoing mentoring, webinars, and networking events to grow their innovative ideas and concepts into fully-fledged products and services ready for entering the national and global markets.

The GCIP is comprised of three programmatic pillars that are interlinked as described below:

- Pillar 1 on acceleration and investment facilitation focuses on identifying and growing start-ups, with interventions targeting the private sector (enterprises).
- Pillar 2 on cleantech ecosystem strengthening and connectivity aims to support the national ecosystems with intervention targeting national institutions, ministries, financial institutions, and other key national stakeholders and facilitate collaboration among the ecosystems.
- Pillar 3 on program coordination and coherence will provide strategic guidance for efficiency and effectiveness in achieving impact among GCIP countries, with interventions designed to enhance coordination among GCIP project teams at national and global levels and with project executing partners.

Under the GCIP Framework, the “Clean technology innovation programme for SMEs and start-ups in the Republic of Moldova” (GCIP Moldova is developed to support Moldova’s cleantech enterprises (SMEs and start-ups) to develop and scale up its solutions and to scale up the market adoption of cleantech innovations, thus leading to a reduction in GHG emissions and resource consumption. Furthermore, the project will facilitate increased investment, job creation, and cleantech market development. The project will focus on enhancing institutional, market, and ecosystem capacities to support emerging clean technology start-ups and strengthening policy frameworks and mechanisms for technology innovation in and by SMEs. By using a cross-sectoral and multi-tiered approach to build a sustainable conducive business environment for cleantech innovation and entrepreneurship, the project’s approach will combine a competition to identify the most promising innovation entrepreneurs (start-ups and SMEs) across a country with a local business acceleration program, which will support, and de-risk selected entrepreneurs/companies and connects them to potential investors, customers, and partners.

To this end, GCIP Moldova consists of three components in line with the above-described three programmatic pillars, as outlined below:

- **Component 1: Transforming early-stage innovative cleantech solutions into scalable enterprises**
Component 1 aims to directly support early-stage enterprises to enhance their capacity and competitiveness and leverage market opportunities. More specifically, Outcome 1.1 focuses on entrepreneurial training and business acceleration support, and Outcome 1.2 on advanced business growth and investment facilitation services to the cleantech enterprises at growth stages that demonstrate market traction and sales evidence and can benefit from specialized support.
- **Component 2: Cleantech innovation and entrepreneurship ecosystem (CIEE) strengthening and connectivity**
The policy framework and institutional capacity are integral to GCIP’s “ecosystems approach.” They are strategically relevant in ensuring that the outputs and outcomes of the project contribute to the national priorities and are sustained after the project closure. Therefore, the objective of Component 2 is to build the capacity of the EEA and other key CIEE stakeholders at local and national levels in Moldova to engage in cleantech acceleration and commercialization. Further, the GCIP Moldova will assist the government in improving national policies and regulations conducive to cleantech innovation and commercialization.
- **Component 3: Programme coordination and coherence**
The activities under Component 3 aim to ensure that the achievements of the GCIP Moldova are captured and communicated globally, as well as that the GCIP Moldova and other GCIP country projects are implemented coherently and coordinatedly. To this purpose, EEA is expected to collaborate with the GCIP Framework through the global PEEs and contribute to information gathering, knowledge sharing, and dissemination efforts.

FUNCTIONAL RESPONSIBILITIES

Component 1. Outcome 1.2. Output 1.2.2.

1.2.2b. Establish a robust network with national and international financial institutions and funds, and manage related communication and outreach activities, including awareness-raising events for the local investor community to increase investor confidence and ensure accurate risk perception regarding cleantech solutions (at least three events after each cycle).

Deadline: December 2023

1.2.2c. To provide training for local financial experts.

Deadline: November 2023

1.2.2e. To design a financial mechanism (an early-stage development fund providing pre-seed and seed funding) that would enable de-risking and leverage of public and private investment, including applying for financing or grants.

Deadline: September 2023

RESULTS FRAMEWORK

Output 1.2.2

Enterprises are connected to financing opportunities and provided with tipping-point investment facilitation support

- number of Investor Connect events organized (meetings with financial institutions): 3
- number of financial institutions and funds with which contacts were established: 3
- number of awareness-raising events for the investor community: 1
- number of investors (representatives of commercial banks, investment funds, public/private companies, as well as individuals, etc.) participating in the awareness-raising events: 6
- number of training for local financial experts: 1
- number of financial mechanisms designed (for investment de-risking and leveraging): 1

MINIMUM ORGANIZATIONAL REQUIREMENTS

Education: Advanced university degree (Master's degree) in engineering, sciences, economics, law, business administration, international relations, or other relevant discipline is **required**.

Technical and Functional Experience:

- At least five (5) years of professional experience in financing innovation projects.
- Experience in managing projects funded by the European Union and International Financing Institutions is mandatory.
- Experience as a trainer is mandatory.
- Extensive knowledge of cleantech, training, financing, business development, and project management.
- Experience working on similar assignments.
- Demonstrated experience in innovation and/or energy project development and commercialization.
- Demonstrated track record of relevant work in the mentioned area.
- Excellent communicator and excellent presentation skills.
- Very good conceptual and writing skills.
- Awareness of gender issues in the field of cleantech innovation

Languages: Fluency in written and spoken English is **required**. Fluency and/or working knowledge of other UN languages is **desirable**.

REQUIRED COMPETENCIES

Core values:

WE LIVE AND ACT WITH INTEGRITY: work honestly, openly, and impartially.

WE SHOW PROFESSIONALISM: work hard and competently in a committed and responsible manner.

WE RESPECT DIVERSITY: work together effectively, respectfully, and inclusively, regardless of our differences in culture and perspective.

Key competencies:

WE FOCUS ON PEOPLE: cooperate to reach our full potential –true for our colleagues and clients. Emotional intelligence and receptiveness are vital parts of our identity.

WE FOCUS ON RESULTS AND RESPONSIBILITIES: focus on planning, organizing, and managing our work effectively and efficiently. We are responsible and accountable for achieving our results and meeting our performance standards. This accountability does not end with our colleagues and supervisors, we also owe it to those we serve and who have trusted us to contribute to a better, safer, and healthier world.

WE COMMUNICATE AND EARN TRUST: communicate effectively with one another and build an environment of trust where we can all excel in our work.

WE THINK OUTSIDE THE BOX AND INNOVATE: To stay relevant, we continuously improve, support innovation, share our knowledge and skills, and learn from one another.

