

## Western Balkans: Risk Sharing Framework Consultant

### 1. BACKGROUND

EBRD wishes to hire a local RSF Consultant to strengthen the origination and execution of risk sharing projects in the Western Balkans, primarily focused on North Macedonia. The RSF Consultant will be available during a 24-month period to assist with preparing and delivering strong RSF sub-project proposals as well as assisting with active RSF sub-projects.

The Risk Sharing Framework (“RSF” or the “Framework”) aims to assist local partner banks (“PBs”) in meeting the financing needs of successful small and medium-sized enterprises that have begun to outgrow the countries’ financial sector.

### 2. OBJECTIVES

**The main task of the RSF Consultant will be to work with the Operational Leader for this Assignment (“OL”), EBRD staff, PBs, and sub-borrowers on a daily basis in order to deliver new sub-projects risk shared by EBRD for the duration of the assignment.**

Services to be provided by the RSF consultant will include:

- In coordination with the OL, liaising closely with PBs to originate potential RSF opportunities.
- Working closely with PBs and EBRD staff throughout the entire cycle of sub-project preparation, including due diligence, execution and signing. Assisting PBs’ bankers in areas that require assistance to deliver qualitative proposals satisfactory to the EBRD.
- Providing input to EBRD’s sub-project approval discussions as required.
- Participating to due diligence visits and discussions between PBs and sub-borrowers as required.
- Support with any monitoring activities for RSF sub-projects.

### 3. SCOPE OF WORK

The contract will start during Q1/Q2 2023 for the period of 24 months. Services will be performed primarily in North Macedonia, including frequent visits to PBs’ and sub-borrowers’ premises, with travel to other Western Balkans countries as required and authorized by the Bank.

### 4. QUALIFICATIONS

The candidates would need to have the following qualifications:

- Bachelor’s Degree preferred in Finance or Accounting. MBA and other qualifications are a plus.
- At least two years of work experience (if in North Macedonia a plus) in the banking/finance/consulting/auditing sector, with track-record of developing, approving, implementing and monitoring financing to local enterprises.
- Strong client relationship, interpersonal, and communications skills; strong command of English and Macedonian (and if Albanian a plus); strong financial and modelling skills.

Interested candidates should send CV and Cover Letter to e-mail address [BalltaE@ebrd.com](mailto:BalltaE@ebrd.com) not later than 28 February 2023.