

Government of Nepal
Ministry of Industry, Commerce and Supplies
**Nepal Strategic Road Connectivity and Trade Improvement Project
(SRCTIP)**

Terms of Reference for
Trade Development Adviser

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SRCTIP- Project Coordination Unit (PCU)

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Terms of Reference (TOR) for Trade Development Adviser (individual Consultant)

1. Background

As a landlocked and mountainous country, the international trade of Nepal largely depends upon the transport infrastructures and the transit arrangement with its immediate neighbors, particularly with India. Traditionally, the Government of India is providing the transit services through the port of Kolkata and Haldia which are connected to the Nepalese borders at 15 Land Customs Stations (LCSs). Similarly, altogether there are 22 border crossings that are designated LCS for the bilateral trade with India.

Nepal signed on February 2016 an agreement with India for the use of Visakhapatnam port for Nepal's transit cargoes. As per an MoU between Nepal and India an Electronic Cargo Tracking System (ECTS) has been under implementation for transit cargo from Visakhapatnam port since August 2017. All transit cargoes of Nepal are carried by rail from Visakhapatnam port to Birgunj ICD which means more than 60 percent of the third country trade (in volume) passes only through the border posts of Birgunj-Raxaul border point which has both road and rail connectivity with the gateway port of Kolkata /Haldia and Visakhapatnam. Likewise, the Transit Agreement and protocol with China has provided Chinese sea ports and dryports for third countries trade via china. It needs to upgrade and develop some trade infrastructures in Northern borders as well.

The National Development Plan (2076/77-2080/81) as well as the Nepal Trade Integration Strategy (NTIS) 2016 have focused on poverty reduction and social-economic development of Nepal through export promotion, import management, tourism and energy development. The NTIS identified four objectives in context of building a successful and competitive export sector in Nepal. These include: Strengthening trade and export enabling, focus on product development and strengthen supply capacity of priority products, strengthening institutional capacity, trade negotiation and inter agency coordination and build and enhance trade related infrastructures.

The International Development Association (IDA) of the World Bank has been supporting the Government of Nepal's initiatives to reduce the cost of transport and logistics and improve the environment of doing business. This includes developing transport infrastructure, improving logistics and facilitation measures related to documentation, procedures and border clearance processes.

The objective of the Nepal Strategic Road Connectivity and Trade Improvement Project (SRCTIP) is to improve the efficiency and safety of select transport infrastructure, improve the efficiency of cross-border trade, and strengthen the capacity for strategic road network management in Nepal.

The primary beneficiaries of the project are the users of the road corridors, cross-border points and SPS facilities. The road sections proposed for improvement and upgrading under the Regional Connectivity component pass through districts with a combined population of nearly 7 million people. The importers and exporters will benefit from improvement of roads that fall in two corridors for Nepal's trade, cross-border points which account for 95% of trade in goods via land, and SPS. These benefits will consequently accrue to people across Nepal who rely on trade via these corridors and cross-border points for receiving goods for their own consumption and as inputs for production and for exporting their products. These direct and indirect users will benefit from the efficient transportation, logistics and trade services to be provided at a lower cost and reach higher level social services in a shorter time. Direct users and communities residing next to the roads being improved will benefit from reduction in loss of lives and injuries due to road crashes. Additionally, the traffic volume based periodic maintenance of roads will further extend the benefit to a much larger population throughout the country.

The project has 4 components. The aim of the Trade Facilitation Component is to:

- a. reduce the time taken for goods transit at selected border crossing points;
- b. improve capacity and efficiency for sanitary and phyto-sanitary (SPS) management at selected locations and for targeted products; and
- c. enhance capacity for managing trade through:

- Augmentation of physical infrastructure, equipment, inspection and related border transit management systems that are required to absorb increasing traffic and trade volumes at key border crossing points including Birgunj, Bhairahawa and Biratnagar.
- Augmentation of equipment and training, and construction and/or renovation of laboratory buildings at key border locations.
- Knowledge and capacity building for continuous improvement of the trade policy environment; monitoring of trade performance; and development and implementation, and monitoring and evaluation, of targeted trade promotion measures.
- Support for implementation, coordination, monitoring and supervision of this Component 1 of the Project.

The Project Coordination Unit (PCU) under MoICS will manage the day-to-day implementation of this component – in coordination with the designated Sub-Project Unit (SPU) in DOC, NITDB, DFTQC, PQPMC and DOLS that are responsible for implementation of various sub-project activities. In addition to the key staff seconded from MoICS, the PCU engages key experts for necessary planning, procurement, implementation, and compliance monitoring activities. In view of enhancing its technical capacity in managing and implementing reforms in transport and trade facilitation, the PCU intends to hire a competent **Trade Development Adviser** as a national individual consultant who will support the PCU in taking up the project activities effectively and in a timely manner. The Trade Development Adviser will also provide necessary technical inputs to the NTTFC and MoICS to fulfill its objectives.

2. Objectives

The overall objectives of the consulting services is to provide support to PCU in identifying the impediments in Nepal's trade with India and beyond. She/he will also help to promulgate policies to create a trade facilitating environment in line with Nepal's commitments to global conventions and international established best practices through policy modifications, development of crucial infrastructure and capacity building of the stakeholder agencies.

3. Scope of work

With the above set objectives, the **Trade Development Adviser** (consultant) is required to assist the Project Coordination Unit at the PCU in the following as and when necessary:

- Draft report to improve Nepal's trade and transit agreements with India and other trading partners.
- Study on the Potential impacts of SAFTA/ SATIS/ AFTA, and other RTAs, and find out appropriate measures to harness the benefits incurred from them.
- Study on the potentiality of FTAs between Nepal and her trading partners, and suggest appropriate modality of FTAs.
- Study of various GSP/ GSTP facilities and suggest appropriate measures to harness the benefits from them.
- Study on the impacts of various NTMs imposed by respective trading partners, and suggest appropriate measures to tackle with them for the promotion of Nepal's export.
- Study on the Rules of Origin related matter applicable for Nepal's export and suggest appropriate measures.
- Carry out the research study on trade and transit issues as mentioned in the plans and programs of the NIRTTP and SRCTIP.
- Prepare capacity building programs on Trade and Transit-related issues for MoICS/ Trade-Related Government Officials.
- Help in preparation of Terms of Reference (TOR) for the technical and non-technical staff to be hired by the Project.

- Help in organizing NTTFC meetings, preparation and circulation of meetings agenda, drafting of meeting's minutes and monitoring of the progress.
- Help in monitoring the progress on implementation of the decisions of the NTTFC meetings.
- Assist in preparation of monthly, trimester and annual progress report of the project.
- Advise Project Director and Project Coordinator for improving project performance.
- Update the needs assessment of trade facilitation and custom reforms.
- Provide support in carrying out baseline studies and monitoring of the activities of the Project.
- Review reports submitted by various agencies, and provide appropriate feedback;
- Provide support to Sub-project Coordinators to implement project activities.
- Any other duties and responsibilities as assigned by the Project Director.

4. Qualification Requirement

- **Education:** At least Master's Degree in Management or Business Administration or Economics or international trade or trade finance or related field. An additional or higher degree related to international trade would be considered as an advantage.
- **Experience:** At least 10 years' experience of International Trade or Trade Facilitation as a manager or expert level or in trade/ commerce/ finance related government organizations. Extensive knowledge of practice in trade in countries other than Nepal is preferred. Experience in trade related multilateral institution would be considered as an advantage. Good command of English language and basic IT skills will be an asset.

5. Duration of Services

The consultant will be selected for 3 years with the contract to be renewed after one year of contract date based on the need of project and performance of the consultant.

6. Supervisor and Reporting Requirements

The consultant shall be under the immediate supervision of the PCU and will report to the Project Director. She/he shall prepare monthly and quarterly reports as well as highlighted report on specific issues as prescribed by the PCU and the World Bank.

7. Remuneration and Compensation

The followings shall apply:

- The consultant shall be provided with the remuneration as per the contract. The contract will mention a lump sum amount of remuneration per month, which shall include all his overhead, social charges and other associated costs including local transportation within Kathmandu Valley and insurance premium costs.
- The normal government calendar and the working hours shall be applicable. The consultant shall be stationed at the PCU office for SRCTIP in Kathmandu, with occasional visits to trade related agencies both in Nepal and in neighboring countries.
- The consultant shall be responsible to clear all taxes and duties including the income tax as applicable in Nepal.

- In case of travel outside Kathmandu Valley for project-related assignments, the consultant shall be reimbursed travel and lodging expenses on actual-cost basis and a subsistence allowance to cover all other expenses.

8. Facilities to be provided by the PCU

The consultant shall be provided with working space at the PCU with basic furniture, internet access, stationery and photocopying facility.

9. Selection Process

Selection of the consultant will be carried out in accordance with the approved selection methods for Individual Consultants as stated in the “World Bank’s Procurement Regulations for IPF Borrowers, November 2020”.