

**Market Analysis Consultant****Post of Duty: TBD**

The IDB Group is a community of diverse, versatile, and passionate people who come together on a journey to improve lives in Latin America and the Caribbean. Our people find purpose and do what they love in an inclusive, collaborative, agile, and rewarding environment.

**Background and Justification**

Supporting the growth of sustainable economic activities in the Amazon region and their access to foreign markets and investors will help improve the livelihoods of the people who live in the Amazon region, including over 350 differentiated indigenous peoples in a unique situation of vulnerability<sup>1</sup>; while reducing the pressure that human economic activity exerts on the region's ecosystem.

The Amazon region is a vast system that covers 6,700,000 km<sup>2</sup> (that is, about 40% of the South American territory). It is also a region with high socio-economic and environmental complexity and diversity. More than 35 million people live in it, including approximately 1.5 million indigenous people and 5 million Afro descendants. The Amazon River, with over 1,000 tributaries, connects large urban hubs, such as Manaus, Belem, and Iquitos, as well as countless villages and isolated settlements. The Amazon region is also home to Earth's most extensive rainforest, harboring an estimated 20% of the world's known plant and animal species, and other invaluable natural assets. While it engulfs several countries and ecosystems, the Amazon forms a single ecological entity, and its many parts depend on the integrity of the whole.

However, the Amazon region faces significant threats. On the one hand, the region remains poor relative to other regions of the countries that make up the Amazon. In Brazil for instance, 45% of the citizens of the State of Amazonas are below the poverty level.

On the other hand, deforestation has been accelerating at alarming rates in part due to the expansion of the agricultural frontier, extensive cattle ranching, mining, among other activities, some of which are illegal. In 2019, some 1.7 million hectares of Amazon Forest were lost. Also, average temperatures within the Amazon have increased by 0.5 Celsius since the 1980, and rainfall anomalies have become recurrent causing harsher natural hazards such as floods, landslides, and droughts. When we look at trade, while the Amazon region has a diversified set of exported products, 70% of these exports are concentrated in only five products. A recent study commissioned by INT found that there are 60 products with a global market of US\$159 billion that can be produced in a sustainable way in the Amazon. However, Amazon countries maintains a market share of less than 1% of this market. In a country like Brazil, exports from the Amazon aside from oil and hydrocarbons are practically non-existent.

At this juncture, the Inter-American Development Bank (IDB), at the request of eight regional member countries that compose the Amazon Biome, began preparing the Amazon Initiative which

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<sup>1</sup> Over 35% of the Amazon biome falls under stewardship of heterogenous indigenous peoples living in different conditions of vulnerability, representing over 350 ethnic groups, 60 of which are living in voluntary isolation and under initial contact. (Inter-American Commission on Human Rights 2013.)

aims to promote a greater sustainable development of the Amazon region through sound environmental stewardship of its natural resources and economic alternatives that promote forest conservation and decrease deforestation. More specifically within this initiative, IDB aims to develop an online Amazon Bioeconomy Marketplace (ABM) to help the bio-business ecosystem in the Amazon region increase and diversify their exports and attract investment.

The project will focus on: Early-stage businesses and entrepreneurs, more mature small and medium sized businesses (SMEs) and micro-enterprises, that are ready to export, including those led by indigenous peoples, afro-descendants, women, and other diverse populations.

Bio-business includes businesses that use technology, biology, science, data, and innovation to become more sustainable in terms of the sourcing of their materials, production processes and access to the market. Bio-businesses may include small cooperatives, emerging enterprises, micro and SMEs. The Amazon Initiative includes a transversal indigenous people's lens, to ensure that all interventions, studies, and collaboration have a development with identity approach and respect the self-determination of indigenous peoples.

The activities of this project will generate the conditions for more and better connections between sustainable Amazon bio-businesses and national and international markets. This will be accomplished through an integral program with a vision for a net-positive future that gets bio-businesses on the pathway toward more sustainable and profitable production systems. Activities are focused on stakeholder engagement, capacity building, improving productivity and biodiversity outcomes linked with social and environmental standards, and boosting access to markets, finance, and investment.

Component 1: Market Analysis. Applying its vast market expertise and tapping into extensive networks of producers and local organizations in the region, the Rainforest Alliance will carry out a comprehensive market analysis, facilitating IDB and project partners' understanding of the business environment, supply and demand, existing stakeholders and initiatives, resources and capacities in the region, Amazon products information, potential buyers, and the business development and training needs of bio-businesses. The market analysis will serve to create an initial database of strategic information, contributing to the design of the ABM and to the program's preparatory, training, and market development activities.

Component 2: Identification, Verification or Certification. Support bio-businesses to strengthen their production systems, in preparation for increased access to differentiated markets and finance opportunities. In line with recognized environmental and social sustainability standards and norms, bio-businesses will be provided with technical assistance to assess their productive and business operations and determine investments needed to improve sustainable production and productivity, land management practices, transformation and waste management processes, access inputs, among other areas. With support from the Rainforest Alliance, bio-businesses will develop an actionable plan outlining their sustainability goals and will receive training to improve their business acumen and begin to connect with new and diverse market actors. Non-certified bio-businesses will have an opportunity to undertake certification or verification if desired and will receive preparatory support and training to do so. Though only a subset of bio-businesses may choose to advance toward certification, all will have improved understanding of the benefits of certification or verification and will have enhanced their organizational, business, and productive capacities to implement more sustainable practices.

Component 3: Access to Finance. Since Amazon bio-businesses will require additional and specialized support to access financing that meets their productive and business needs, the focus of activities under Component 3 should be two-fold: (1) continue to develop bio-businesses so that they become bankable or finance ready, by identifying areas of administrative, financial, and business improvement and providing technical support in accordance with individual business improvement plans, designed and monitored by the bio-businesses themselves; and (2) partner with local and/or international financial institutions to develop specialized sustainable finance products that are both accessible and attractive to Amazon bio-businesses.

This work falls under Component 1 of the ABM Initiative: Market Analysis, Gender and diversity study, Actor Mapping, Strategy Development, and Inventory. Its objective This study will be supported and reinforced by inputs from similar studies in Colombia and Ecuador.

This work is aligned and will find synergies with technical cooperation RG-T4009 Amazon Bioeconomy Marketplace Colombia and Ecuador, RG-T 3509 for Gender and Diversity in the Private Sector, as well as with technical cooperation RG-T4031, for new financial products for indigenous peoples.

### **About this position**

We are looking for a Market Analysis Consultant, whose services include data – driven research and analysis, generation of knowledge through the activation of national and international networks/contacts; the organization of interviews, and field surveys, contact with potential partners who can improve the overall project; the preparation of the deliverables. The consultancy will cover the Amazon region of Brazil. The project is focused on the bio-business and financial inclusion ecosystem as defined above.

The main objective of this consultancy is to establish the key knowledge and information pillars for the overall project. It will include data and information on product supply and demand, as well as bio business capabilities and needs, gender and diversity analysis in both companies and potential buyers, and recommendations on suitable products and financing structures in Brazil.

The specific objective for this consultancy is carry out a comprehensive market analysis, facilitating IDB understanding of the business environment, supply and demand, existing stakeholders and initiatives, resources and capacities in the region, Amazon products information, potential buyers, and the business development and training needs of bio-businesses. All market research will be conducted from a gender and diversity perspective. The market analysis will serve to create an initial database of strategic information, contributing to the design of the ABM and to the program's preparatory, training, and market development activities.

This study will be supported and reinforced by inputs from similar studies in Colombia and Ecuador.

**What you'll do:**

Identify and characterize the business environment.

- Identify supply and demand.
- Identify stakeholders and existing initiatives.
- Identify resources and capabilities in the region.
- Identify the impact that women, LGBTQ+, ethnic minorities and people with disabilities have on both the offer and demand side.
- Information on Amazonian products.
- Identify potential buyers.
- Entrepreneurial and bio enterprise development needs.
- Bio enterprise training needs.
- Development of an initial strategic information database.

**Deliverables and Payments Timeline:**

This consultancy has three specific deliverables

<b>Deliverable</b>	<b>Description</b>	<b>Deadline</b>	<b>Payment</b>
Deliverable 1	Design a detailed implementation plan with specific timelines and deliverables	One (1) week after the date of signature of the contract	20%
Deliverable 2	Midterm progress report (validated and approved by IDB Project); including all relevant data sets (excel); interview notes; and visual presentation (PowerPoint) with the main findings.	16 weeks after the date of signature of the contract	40%
Deliverable 3	Final report and presentation of the main achievements and results obtained.	32 weeks after the date of signature of the contract	40%

**Reporting Requirements:** Deliverables should be sent on the specific dates outlined above no later than 18:00 (Washington, D.C time). These should be prepared in English or Spanish as agreed with project team and delivered in an editable format.

**Acceptance Criteria:** The deliverables will be accepted given they meet the quality criteria set during the planification stages of this consultancy.

**Other Requirements:** Access to IDB data, reports, internal documents, etc., or other requests such as arrangement of internal meetings withing IDB will be organized and authorized exclusively by INT/INT.

**What you'll need**

**Education:** bachelor's in economics, Business Administration, Finance, or similar studies. Postgraduate and / or master's degrees in similar areas.

**Competencies:** Highly developed communication skills, including preparation of high-quality reports and delivery of presentations. Ability to maintain confidentiality and use discretion when dealing with sensitive information. Cultural awareness and sensitivity to country-specific issues.

**Experience:** Proven professional experience of at least ten (10) years in the Brazilian Amazon related to sustainable markets, forestry, bio businesses, project management, monitoring and evaluation, commercial management. At least 5 years of work experience in research, analysis, and data management. Considerable and demonstrated experience in the agriculture and forestry sectors, environmental issues, gender, diversity, and indigenous peoples.

**Languages:** Proficiency in English and Spanish, spoken and written.- Choose an item.

**Key skills:**

- Learn continuously.
- Collaborate and share knowledge.
- Focus on clients.
- Communicate and influence.
- Innovate and try new things.

**Requirements:**

- **Citizenship:** You are a citizen of one of our 48-member countries.
- **Consanguinity:** You have no family members (up to the fourth degree of consanguinity and second degree of affinity, including spouse) working at the IDB, IDB Invest, or IDB Lab.

**Type of contract and duration:**

- **Type of contract:** Products and External Services Consultant (PEC), Lump Sum
- **Supervision and Reporting:** This consultancy will be under the supervision of Francisco Hugo Estrazulas De Souza (INT/TIN), Team Leader; and Sebastián Gonzalez Saldarriaga (INT/RIU), Alternate Team Leader.
- **Length of contract:** 8 months
- **Work Location:** Remote.

**What we offer**

The IDB group provides benefits that respond to the different needs and moments of an employee's life. These benefits include:

- A **competitive compensation** package.
- A flexible way of working. You will be evaluated by deliverable.

**Our culture**

At the IDB Group we work so everyone brings their best and authentic selves to work, willing to try new approaches without fear, and where they are accountable and rewarded for their actions.

Diversity, Equity, Inclusion and Belonging (DEIB) are at the center of our organization. We celebrate all dimensions of diversity and encourage women, LGBTQ+ people, persons with disabilities, Afro-descendants, and Indigenous people to apply.

We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job interview process. If you are a qualified candidate with a disability, please e-mail us at [diversity@iadb.org](mailto:diversity@iadb.org) to request reasonable accommodation to complete this application.

**Our Human Resources Team reviews carefully every application.**

### **About the IDB Group**

The IDB Group, composed of the Inter-American Development Bank (IDB), IDB Invest, and the IDB Lab offers flexible financing solutions to its member countries to finance economic and social development through lending and grants to public and private entities in Latin America and the Caribbean.

### **About IDB**

We work to improve lives in Latin America and the Caribbean. Through financial and technical support for countries working to reduce poverty and inequality, we help improve health and education and advance infrastructure. Our aim is to achieve development in a sustainable, climate-friendly way. With a history dating back to 1959, today we are the leading source of development financing for Latin America and the Caribbean. We provide loans, grants, and technical assistance; and we conduct extensive research. We maintain a strong commitment to achieving measurable results and the highest standards of integrity, transparency, and accountability.

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<https://www.facebook.com/IADB.org>

[https://twitter.com/the\\_IDB](https://twitter.com/the_IDB)

### **About IDB Lab**

Is the innovation laboratory of the IDB Group. We mobilize financing, knowledge, and connections to drive innovation for inclusion in Latin America and the Caribbean. We believe innovation is a powerful tool that can transform our region, providing today unprecedented opportunities to populations that are vulnerable due to economic, social, or environmental factors. IDB Lab has a commitment to gender quality and diversity as part of its development mandate. The Strategy and Impact unit supports IDB Lab in the development of strategy, connections and knowledge, and impact measurement and reporting.

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<https://www.facebook.com/IDBLab>

[https://twitter.com/IDB\\_Lab](https://twitter.com/IDB_Lab)

**About IDB Invest**

IDB Invest, a member of the IDB Group, is a multilateral development bank committed to promoting the economic development of its member countries in Latin America and the Caribbean through the private sector. IDB Invest finances sustainable companies and projects to achieve financial results and maximize economic, social, and environmental development in the region. With a portfolio of \$14.1 billion in asset management and 325 clients in 25 countries, IDB Invest provides innovative financial solutions and advisory services that meet the needs of its clients in a variety of industries.

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<https://www.facebook.com/IDBInvest>

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**Project Manager Consultant****Post of Duty: TBD**

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However, the Amazon region faces significant threats. On the one hand, the region remains poor relative to other regions of the countries that make up the Amazon. In Brazil for instance, 45% of the citizens of the State of Amazonas are below the poverty level.

On the other hand, deforestation has been accelerating at alarming rates in part due to the expansion of the agricultural frontier, extensive cattle ranching, mining, among other activities, some of which are illegal. In 2019, some 1.7 million hectares of Amazon Forest were lost. Also, average temperatures within the Amazon have increased by 0.5 Celsius since the 1980, and rainfall anomalies have become recurrent causing harsher natural hazards such as floods, landslides, and droughts. When we look at trade, while the Amazon region has a diversified set of exported products, 70% of these exports are concentrated in only five products. A recent study commissioned by INT found that there are 60 products with a global market of US\$159 billion that can be produced in a sustainable way in the Amazon. However, Amazon countries maintains a market share of less than 1% of this market. In a country like Brazil, exports from the Amazon aside from oil and hydrocarbons are practically non-existent.

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The project will focus on: Early-stage businesses and entrepreneurs, more mature small and medium sized businesses (SMEs) and micro-enterprises, that are ready to export, including those led by indigenous peoples, afro-descendants, women, and other diverse populations.

Bio-business includes businesses that use technology, biology, science, data, and innovation to become more sustainable in terms of the sourcing of their materials, production processes and access to the market. Bio-businesses may include small cooperatives, emerging enterprises, micro and SMEs. The Amazon Initiative includes a transversal indigenous people's lens, to ensure that all interventions, studies, and collaboration have a development with identity approach and respect the self-determination of indigenous peoples.

The activities of this project will generate the conditions for more and better connections between sustainable Amazon bio-businesses and national and international markets. This will be accomplished through an integral program with a vision for a net-positive future that gets bio-businesses on the pathway toward more sustainable and profitable production systems. Activities are focused on stakeholder engagement, capacity building, improving productivity and biodiversity outcomes linked with social and environmental standards, and boosting access to markets, finance, and investment.

#### **Component 1: Market Analysis.**

Applying its vast market expertise and tapping into extensive networks of producers and local organizations in the region, the Rainforest Alliance will carry out a comprehensive market analysis, facilitating IDB and project partners' understanding of the business environment, supply and demand, existing stakeholders and initiatives, resources and capacities in the region, Amazon products information, potential buyers, and the business development and training needs of bio-businesses. The market analysis will serve to create an initial database of strategic information, contributing to the design of the ABM and to the program's preparatory, training, and market development activities.

#### **Component 2: Identification, Verification or Certification.**

Support bio-businesses to strengthen their production systems, in preparation for increased access to differentiated markets and finance opportunities. In line with recognized environmental and social sustainability standards and norms, bio-businesses will be provided with technical assistance to assess their productive and business operations and determine investments needed to improve sustainable production and productivity, land management practices, transformation and waste management processes, access inputs, among other areas. With support from the Rainforest Alliance, bio-businesses will develop an actionable plan outlining their sustainability goals and will receive training to improve their business acumen and begin to connect with new and diverse market actors. Non-certified bio-businesses will have an opportunity to undertake certification or verification if desired and will receive preparatory support and training to do so. Though only a subset of bio-businesses may choose to advance toward certification, all

will have improved understanding of the benefits of certification or verification and will have enhanced their organizational, business, and productive capacities to implement more sustainable practices.

Component 3: Access to Finance.

Since Amazon bio-businesses will require additional and specialized support to access financing that meets their productive and business needs, the focus of activities under Component 3 should be two-fold: (1) continue to develop bio-businesses so that they become bankable or finance ready, by identifying areas of administrative, financial, and business improvement and providing technical support in accordance with individual business improvement plans, designed and monitored by the bio-businesses themselves; and (2) partner with local and/or international financial institutions to develop specialized sustainable finance products that are both accessible and attractive to Amazon bio-businesses.

This work is aligned and will find synergies with technical cooperation RG-T4009 Amazon Bioeconomy Marketplace Colombia and Ecuador, TC-RG3509 for Gender and Diversity in the Private Sector, as well as with technical cooperation RG-T4031, for new financial products for indigenous peoples.

### **About this position**

We are looking for a Project Manager Consultant, whose services include data – driven research and analysis, generation of knowledge through the activation of national and international networks/contacts; the organization of interviews, and field surveys, contact with potential partners who can improve the overall project; the preparation of the deliverables. The consultancy will cover the Amazon region of Brazil.- The project is focused on the bio-business and financial inclusion ecosystem as defined above.

The main objective of this consultancy is to ensure compliance with the project's objectives, the implementation of actions proposed and the achievement of expected results.

### **What you'll do:**

- Coordinate the work delivered by the project's team in Brazil designing a detailed plan with specific timelines.
- Prepare and coordinate diagnostics, assessments, recommendations documents and pilot interventions with the technical team appointed to the initiative.
- Prepare different types of reports for donors and partners within the ABM program.
- Coordinate the launch event and presentation of results.
- Ensure compliance with project objectives and IDB work criteria.
- Coordinate actions with the Communications department to ensure visibility and disseminations of the different events and activities carried out within the program.
- Oversee and coordinate the other project consultants.

- Make sure the project is meeting the expectation set under the result matrix and procurement plan.

### **Deliverables and Payments Timeline:**

This consultancy has four specific deliverables

<b>Deliverable</b>	<b>Description</b>	<b>Deadline</b>	<b>Payment</b>
Deliverable 1	Design a detailed implementation plan with specific timelines and deliverables	Three (3) weeks after the date of signature of the contract.	10%
Deliverable 2	Midterm report of the initiative that includes the status of the diagnostics, assessments, pilot interventions carried out as well as challenges found and actions to be taken to face them.	Six (6) months after the date of signature of the contract.	20%
Deliverable 3	Second midterm report describing results and impact of participation at different events using a standard set of indicators.	Twelve (12) months after the date of signature of the contract.	30%
Deliverable 4	Final report and presentation of the main achievements and results obtained at the end of the project.	Thirty (30) months after the date of signature of the contract.	40%

**Reporting Requirements:** Deliverables should be sent at the specific dates outlined above no later than 18:00 (Washington, D.C time). These should be prepared in English or Spanish as agreed with project team and delivered in an editable format.

**Acceptance Criteria:** The deliverables will be accepted given they meet the quality criteria set during the planification stages of this consultancy.

**Other Requirements:** Access to IDB data, reports, internal documents, etc., or other requests such as arrangement of internal meetings withing IDB will be organized and authorized exclusively by INT/INT.

### **What you'll need**

- **Education:** bachelor's in economics, Business Administration, Finance, or similar studies. Postgraduate and / or master's degrees in similar areas.
- **Competencies:** Development of business plans. Knowledge of auditing, certification, and verification processes. Highly developed communication skills, including the preparation of high-quality reports and the delivery of presentations. Ability to work under pressure, and to meet tight deadlines without compromising the quality of outputs. Ability to maintain confidentiality and use discretion when dealing with sensitive information. Cultural awareness and sensitivity to country-specific issues.

- **Experience:** proven professional experience of at least five 5 years in the Amazon region related to sustainable markets, forestry, biobusinesses, project management, monitoring and evaluation, commercial management. Minimum work experience of 10 years managing projects and initiatives, troubleshooting, and coordinating with technical and management teams. Considerable and proven experience in agricultural and forest sectors and in the management of partnerships with donors, local organizations, and strategic contacts. Proven experience and knowledge of environmental issues, conservation of biodiversity as well as implementation and strengthening of bio businesses. Extensive experience working with indigenous peoples and in the implementation of initiatives that build on their knowledge, culture, and wisdom.
- **Languages:** Proficient command of the English, Spanish and Portuguese language, spoken and written. Choose an item.

**Key skills:**

- Learn continuously.
- Collaborate and share knowledge.
- Focus on clients.
- Communicate and influence.
- Innovate and try new things.

**Requirements:**

- **Citizenship:** You are a citizen of one of our 48-member countries.
- **Consanguinity:** You have no family members (up to the fourth degree of consanguinity and second degree of affinity, including spouse) working at the IDB, IDB Invest, or IDB Lab.

**Type of contract and duration:**

- **Type of contract:** Products and External Services Consultant (PEC), Lump Sum.
- **Supervision and Reporting:** This consultancy will be under the supervision of Francisco Hugo Estrazulas De Souza (INT/TIN), Team Leader; and Sebastián Gonzalez Saldarriaga (INT/RIU), Alternate Team Leader.
- **Length of contract:** 30 months
- **Work Location:** Remote.

**What we offer**

The IDB group provides benefits that respond to the different needs and moments of an employee's life. These benefits include:

- A **competitive compensation** package.
- A flexible way of working. You will be evaluated by deliverable.

**Our culture**

At the IDB Group we work so everyone brings their best and authentic selves to work, willing to try new approaches without fear, and where they are accountable and rewarded for their actions.

Diversity, Equity, Inclusion and Belonging (DEIB) are at the center of our organization. We celebrate all dimensions of diversity and encourage women, LGBTQ+ people, persons with disabilities, Afro-descendants, and Indigenous people to apply.

We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job interview process. If you are a qualified candidate with a disability, please e-mail us at [diversity@iadb.org](mailto:diversity@iadb.org) to request reasonable accommodation to complete this application.

**Our Human Resources Team reviews carefully every application.**

**About the IDB Group**

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**About IDB**

We work to improve lives in Latin America and the Caribbean. Through financial and technical support for countries working to reduce poverty and inequality, we help improve health and education and advance infrastructure. Our aim is to achieve development in a sustainable, climate-friendly way. With a history dating back to 1959, today we are the leading source of development financing for Latin America and the Caribbean. We provide loans, grants, and technical assistance; and we conduct extensive research. We maintain a strong commitment to achieving measurable results and the highest standards of integrity, transparency, and accountability.

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**About IDB Lab**

Is the innovation laboratory of the IDB Group. We mobilize financing, knowledge, and connections to drive innovation for inclusion in Latin America and the Caribbean. We believe innovation is a powerful tool that can transform our region, providing today unprecedented opportunities to populations that are vulnerable due to economic, social, or environmental factors. IDB Lab has a commitment to gender quality and diversity as part of its development mandate. The Strategy and Impact unit supports IDB Lab in the development of strategy, connections and knowledge, and impact measurement and reporting.

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[https://twitter.com/IDB\\_Lab](https://twitter.com/IDB_Lab)

**About IDB Invest**

IDB Invest, a member of the IDB Group, is a multilateral development bank committed to promoting the economic development of its member countries in Latin America and the Caribbean through the private sector. IDB Invest finances sustainable companies and projects to achieve financial results and maximize economic, social, and environmental development in the region. With a portfolio of \$14.1 billion in asset management and 325 clients in 25 countries, IDB Invest provides innovative financial solutions and advisory services that meet the needs of its clients in a variety of industries.

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**Support Consultant****Post of Duty: TDB**

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The project will focus on: Early-stage businesses and entrepreneurs, more mature small and medium sized businesses (SMEs) and micro-enterprises, that are ready to export, including those led by indigenous peoples, afro-descendants, women and other diverse populations.

Bio-business include businesses that use technology, biology, science, data and innovation to become more sustainable in terms of the sourcing of their materials, production processes and access to market. Bio-businesses may include small cooperatives, emerging enterprises, micro and SMEs. The Amazon Initiative includes a transversal indigenous peoples lens, to ensure that all interventions, studies and collaboration have a development with identity approach and respect the self-determination of indigenous peoples.

The activities of this project will generate the conditions for more and better connections between sustainable Amazon bio-businesses and national and international markets. This will be accomplished through an integral program with a vision for a net-positive future that gets bio-businesses on the pathway toward more sustainable and profitable production systems. Activities are focused on stakeholder engagement, capacity building, improving productivity and biodiversity outcomes linked with social and environmental standards, and boosting access to markets, finance, and investment.

#### **Component 1: Market Analysis.**

Applying its vast market expertise and tapping into extensive networks of producers and local organizations in the region, the Rainforest Alliance will carry out a comprehensive market analysis, facilitating IDB and project partners' understanding of the business environment, supply and demand, existing stakeholders and initiatives, resources and capacities in the region, Amazon products information, potential buyers, and the business development and training needs of bio-businesses. The market analysis will serve to create an initial database of strategic information, contributing to the design of the ABM and to the program's preparatory, training, and market development activities.

#### **Component 2: Identification, Verification or Certification.**

Support bio-businesses to strengthen their production systems, in preparation for increased access to differentiated markets and finance opportunities. In line with recognized environmental and social sustainability standards and norms, bio-businesses will be provided with technical assistance to assess their productive and business operations and determine investments needed to improve sustainable production and productivity, land management practices, transformation and waste management processes, access inputs, among other areas. With support from the Rainforest Alliance, bio-businesses will develop an actionable plan outlining their sustainability goals and will receive training to improve their business acumen and begin to connect with new and diverse market actors. Non-certified bio-businesses will have an opportunity to undertake certification or verification if desired and will receive preparatory support and training to do so. Though only a subset of bio-businesses may choose to advance toward certification, all



will have improved understanding of the benefits of certification or verification and will have enhanced their organizational, business, and productive capacities to implement more sustainable practices.

Component 3: Access to Finance.

Since Amazon bio-businesses will require additional and specialized support to access financing that meets their productive and business needs, the focus of activities under Component 3 should be two-fold: (1) continue to develop bio-businesses so that they become bankable or finance ready, by identifying areas of administrative, financial, and business improvement and providing technical support in accordance with individual business improvement plans, designed and monitored by the bio-businesses themselves; and (2) partner with local and/or international financial institutions to develop specialized sustainable finance products that are both accessible and attractive to Amazon bio-businesses.

This work falls under Component 1 of the ABM Initiative: This work falls under Component 1 of the ABM Initiative: Market Analysis, Gender and diversity study, Actor Mapping, Strategy Development, and Inventory.

This work is aligned and will find synergies with technical cooperation RG-T4009 Amazon Bioeconomy Marketplace Colombia and Ecuador, TC-RG3509 for Gender and Diversity in the Private Sector, as well as with technical cooperation RG-T4031, for new financial products for indigenous peoples.

### **About this position**

We are looking for a Support Consultant, whose services should include data – driven research and analysis, generation of knowledge through the activation of national and international networks/contacts; the organization of interviews, and field surveys, contact with potential partners who can improve the overall project; the preparation of the deliverables. The consultancy will cover the Amazon region of Brasil.- The project is focused on the bio-business and financial inclusion ecosystem as defined above.

The main objective of this consultancy is to support the main activities in component 1, which will consist of establishing the key knowledge and information pillars for the overall project. It will include data and information on product supply and demand, as well as on the capabilities and needs of bioenterprises, gender and diversity analysis in both companies and potential buyers, and recommendations on appropriate products and financing structures in Brazil.

The specific objective for this consultancy is to conduct a comprehensive market analysis, which will provide the IDB with an understanding of the business environment, supply and demand, existing stakeholders and initiatives, resources and capacities in the region, information on Amazonian products, potential buyers, and the business development and training needs of bioenterprises. All market studies will be conducted from a gender and diversity perspective. The market analysis will serve to create an initial database of strategic information, which will contribute to the design of the ABM and the program's preparatory, training and market development activities.

**What you'll do:**

- Identify local and regional stakeholders and partners and generate initial engagement on the program and its proposed Marketplace.
- Complete an assessment of the context and enabling conditions for transformative Amazon bio-business market development.
- Identify and assess Amazon bio-businesses that have potential for export and domestic sales, and potential to attract investment.
- Identify existing bioeconomy products and new products with market potential, building on and in coordination with IDB initiatives.
- Identify domestic, regional, and international buyers to assess and secure demand.
- Deliver recommendations to advance.

**Deliverables and Payments Timeline:**

This consultancy has three specific deliverables

Deliverable	Description	Deadline	Payment
<b>Component 1</b>			
Deliverable 1	Detailed work plan and description of the timeline and methodology to be followed to achieve the proposed deliverables.	Three (3) weeks after the date of signature of the contract.	20%
Deliverable 2	Report on mapping and diagnostics of stakeholders.	Six (6) months after the date of signature of the contract.	40%
Deliverable 3	Final report: including all content developed and a set of final recommendations	Twenty-four (24) months after the date of signature of the contract.	40%

**Reporting Requirements:** Deliverables should be sent on the specific dates outlined above no later than 18:00 (Washington, D.C time). These should be prepared in English or Spanish as agreed with project team and delivered in an editable format.

**Acceptance Criteria:** The deliverables will be accepted given they meet the quality criteria set during the planification stages of this consultancy.

**Other Requirements:** Access to IDB data, reports, internal documents, etc., or other requests such as arrangement of internal meetings withing IDB will be organized and authorized exclusively by INT/INT.

**What you'll need**

- **Education:** bachelor's in economics, Business Administration, Finance, or similar studies. Postgraduate and / or master's degrees in similar areas.
- **Competences:** Knowledge in capacity building tools, market analysis and bio businesses implementation and management. Highly developed communication skills, including the preparation of high-quality reports and the delivery of presentations. Proficient command

of the English and Portuguese languages, both spoken and written. Ability to work under pressure, and to meet tight deadlines without compromising the quality of outputs. Ability to maintain confidentiality and use discretion when dealing with sensitive information. Cultural awareness and sensitivity to country-specific issues. Cultural awareness and sensitivity to country-specific issues.

- **Experience:** Proven professional experience of at least five (5) years in the Amazon related to sustainable markets, forestry, bio businesses.
- **Languages:** Proficient command of the English, Spanish and Portuguese languages, spoken and written. Choose an item.

**Key skills:**

- Learn continuously.
- Collaborate and share knowledge.
- Focus on clients.
- Communicate and influence.
- Innovate and try new things.

**Requirements:**

- **Citizenship:** You are a citizen of one of our 48-member countries.
- **Consanguinity:** You have no family members (up to the fourth degree of consanguinity and second degree of affinity, including spouse) working at the IDB, IDB Invest, or IDB Lab.

**Type of contract and duration:**

- **Type of contract:** Products and External Services Consultant (PEC), Lump Sum
- **Supervision and Reporting:** This consultancy will be under the supervision of Francisco Hugo Estrazulas De Souza (INT/TIN), Team Leader; and Sebastián Gonzalez Saldarriaga (INT/RIU), Alternate Team Leader.
- **Length of contract:** 12 months
- **Work Location:** Remote.

**What we offer**

The IDB group provides benefits that respond to the different needs and moments of an employee's life. These benefits include:

- A **competitive compensation** package.
- A flexible way of working. You will be evaluated by deliverable.

**Our culture**

At the IDB Group we work so everyone brings their best and authentic selves to work, willing to try new approaches without fear, and where they are accountable and rewarded for their actions.

Diversity, Equity, Inclusion and Belonging (DEIB) are at the center of our organization. We celebrate all dimensions of diversity and encourage women, LGBTQ+ people, persons with disabilities, Afro-descendants, and Indigenous people to apply.

We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job interview process. If you are a qualified candidate with a disability, please e-mail us at [diversity@iadb.org](mailto:diversity@iadb.org) to request reasonable accommodation to complete this application.

**Our Human Resources Team reviews carefully every application.**

### **About the IDB Group**

The IDB Group, composed of the Inter-American Development Bank (IDB), IDB Invest, and the IDB Lab offers flexible financing solutions to its member countries to finance economic and social development through lending and grants to public and private entities in Latin America and the Caribbean.

### **About IDB**

We work to improve lives in Latin America and the Caribbean. Through financial and technical support for countries working to reduce poverty and inequality, we help improve health and education and advance infrastructure. Our aim is to achieve development in a sustainable, climate-friendly way. With a history dating back to 1959, today we are the leading source of development financing for Latin America and the Caribbean. We provide loans, grants, and technical assistance; and we conduct extensive research. We maintain a strong commitment to achieving measurable results and the highest standards of integrity, transparency, and accountability.

#### **Follow us:**

<https://www.linkedin.com/company/inter-american-development-bank/>

<https://www.facebook.com/IADB.org>

[https://twitter.com/the\\_IDB](https://twitter.com/the_IDB)

### **About IDB Lab**

Is the innovation laboratory of the IDB Group. We mobilize financing, knowledge, and connections to drive innovation for inclusion in Latin America and the Caribbean. We believe innovation is a powerful tool that can transform our region, providing today unprecedented opportunities to populations that are vulnerable due to economic, social, or environmental factors. IDB Lab has a commitment to gender quality and diversity as part of its development mandate. The Strategy and Impact unit supports IDB Lab in the development of strategy, connections and knowledge, and impact measurement and reporting.

#### **Follow us:**

<https://www.linkedin.com/company/idblab/>

<https://www.facebook.com/IDBLab>

[https://twitter.com/IDB\\_Lab](https://twitter.com/IDB_Lab)

**About IDB Invest**

IDB Invest, a member of the IDB Group, is a multilateral development bank committed to promoting the economic development of its member countries in Latin America and the Caribbean through the private sector. IDB Invest finances sustainable companies and projects to achieve financial results and maximize economic, social, and environmental development in the region. With a portfolio of \$14.1 billion in asset management and 325 clients in 25 countries, IDB Invest provides innovative financial solutions and advisory services that meet the needs of its clients in a variety of industries.

**Follow us:**

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<https://www.facebook.com/IDBInvest>

<https://twitter.com/BIDInvest>

**Training, Certification and Workshops Consultant****Post of Duty: TDB**

The IDB Group is a community of diverse, versatile, and passionate people who come together on a journey to improve lives in Latin America and the Caribbean. Our people find purpose and do what they love in an inclusive, collaborative, agile, and rewarding environment.

**Background and Justification**

Supporting the growth of sustainable economic activities in the Amazon region and their access to foreign markets and investors will help improve the livelihoods of the people who live in the Amazon region, including over 350 differentiated indigenous peoples in a unique situation of vulnerability<sup>1</sup>; while reducing the pressure that human economic activity exerts on the region's ecosystem.

The Amazon region is a vast system that covers 6,700,000 km<sup>2</sup> (that is, about 40% of the South American territory). It is also a region with high socio-economic and environmental complexity and diversity. More than 35 million people live in it, including approximately 1.5 million indigenous people and 5 million Afro descendants. The Amazon River, with over 1,000 tributaries, connects large urban hubs, such as Manaus, Belem, and Iquitos, as well as countless villages and isolated settlements. The Amazon region is also home to Earth's most extensive rainforest, harboring an estimated 20% of the world's known plant and animal species, and other invaluable natural assets. While it engulfs several countries and ecosystems, the Amazon forms a single ecological entity, and its many parts depend on the integrity of the whole.

However, the Amazon region faces significant threats. On the one hand, the region remains poor relative to other regions of the countries that make up the Amazon. In Brazil for instance, 45% of the citizens of the State of Amazonas are below the poverty level.

On the other hand, deforestation has been accelerating at alarming rates in part due to the expansion of the agricultural frontier, extensive cattle ranching, mining, among other activities, some of which are illegal. In 2019, some 1.7 million hectares of Amazon Forest were lost. Also, average temperatures within the Amazon have increased by 0.5 Celsius since the 1980, and rainfall anomalies have become recurrent causing harsher natural hazards such as floods, landslides, and droughts. When we look at trade, while the Amazon region has a diversified set of exported products, 70% of these exports are concentrated in only five products. A recent study commissioned by INT found that there are 60 products with a global market of US\$159 billion that can be produced in a sustainable way in the Amazon. However, Amazon countries maintain a market share of less than 1% of this market. In a country like Brazil, exports from the Amazon aside from oil and hydrocarbons are practically non-existent.

At this juncture, the Inter-American Development Bank (IDB), at the request of eight regional member countries that compose the Amazon Biome, began preparing the Amazon Initiative which

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<sup>1</sup> Over 35% of the Amazon biome falls under stewardship of heterogeneous indigenous peoples living in different conditions of vulnerability, representing over 350 ethnic groups, 60 of which are living in voluntary isolation and under initial contact. (Inter-American Commission on Human Rights 2013.)

aims to promote a greater sustainable development of the Amazon region through sound environmental stewardship of its natural resources and economic alternatives that promote forest conservation and decrease deforestation. More specifically within this initiative, IDB aims to develop an online Amazon Bioeconomy Marketplace (ABM) to help the bio-business ecosystem in the Amazon region increase and diversify their exports and attract investment.

The project will focus on: Early-stage businesses and entrepreneurs, more mature small and medium sized businesses (SMEs) and micro-enterprises, that are ready to export, including those led by indigenous peoples, afro-descendants, women, and other diverse populations.

Bio-business includes businesses that use technology, biology, science, data, and innovation to become more sustainable in terms of the sourcing of their materials, production processes and access to the market. Bio-businesses may include small cooperatives, emerging enterprises, micro and SMEs. The Amazon Initiative includes a transversal indigenous people's lens, to ensure that all interventions, studies, and collaboration have a development with identity approach and respect the self-determination of indigenous peoples.

The activities of this project will generate the conditions for more and better connections between sustainable Amazon bio-businesses and national and international markets. This will be accomplished through an integral program with a vision for a net-positive future that gets bio-businesses on the pathway toward more sustainable and profitable production systems. Activities are focused on stakeholder engagement, capacity building, improving productivity and biodiversity outcomes linked with social and environmental standards, and boosting access to markets, finance, and investment.

#### **Component 1: Market Analysis.**

Applying its vast market expertise and tapping into extensive networks of producers and local organizations in the region, the Rainforest Alliance will carry out a comprehensive market analysis, facilitating IDB and project partners' understanding of the business environment, supply and demand, existing stakeholders and initiatives, resources and capacities in the region, Amazon products information, potential buyers, and the business development and training needs of bio-businesses. The market analysis will serve to create an initial database of strategic information, contributing to the design of the ABM and to the program's preparatory, training, and market development activities.

#### **Component 2: Identification, Verification or Certification.**

Support bio-businesses to strengthen their production systems, in preparation for increased access to differentiated markets and finance opportunities. In line with recognized environmental and social sustainability standards and norms, bio-businesses will be provided with technical assistance to assess their productive and business operations and determine investments needed to improve sustainable production and productivity, land management practices, transformation and waste management processes, access inputs, among other areas. With support from the Rainforest Alliance, bio-businesses will develop an actionable plan outlining their sustainability goals and will receive training to improve their business acumen and begin to connect with new and diverse market actors. Non-certified bio-businesses will have an opportunity to undertake certification or verification if desired and will receive preparatory support and training to do so. Though only a subset of bio-businesses may choose to advance toward certification, all

will have improved understanding of the benefits of certification or verification and will have enhanced their organizational, business, and productive capacities to implement more sustainable practices.

Component 3: Access to Finance.

Since Amazon bio-businesses will require additional and specialized support to access financing that meets their productive and business needs, the focus of activities under Component 3 should be two-fold: (1) continue to develop bio-businesses so that they become bankable or finance ready, by identifying areas of administrative, financial, and business improvement and providing technical support in accordance with individual business improvement plans, designed and monitored by the bio-businesses themselves; and (2) partner with local and/or international financial institutions to develop specialized sustainable finance products that are both accessible and attractive to Amazon bio-businesses.

This work falls under Component 2 of the ABM Initiative: Identification, Verification or certification, in order to support bio-businesses to strengthen their production systems, in preparation for increased access to differentiated markets and finance opportunities.

This work is aligned and will find synergies with technical cooperation RG-T4009 Amazon Bioeconomy Marketplace Colombia and Ecuador, RG-T 3509 for Gender and Diversity in the Private Sector, as well as with technical cooperation RG-T4031, for new financial products for indigenous peoples.

### **About this position**

We are looking for a Training, Certification and Workshops Consultant whose services includes data-driven research and analysis, generation of knowledge through the activation of national and international networks/contacts; the organization of interviews, and field surveys, contact with potential partners who can improve the overall project; the preparation of the deliverables. **The consultancy will cover the Amazon region of Brasil.** The project is focused on the bio-business and financial inclusion ecosystem as defined above.

The main objective of this consultancy is to organize and deliver training courses and workshops to lay the foundations for the correct application of good agricultural, forestry and management practices (e.g., administrative, and financial management, organizational management) for non-certified/non-verified bioenterprises.

### **What you'll do:**

Development and organization of training workshops for non-certified/verified companies.

- Provision of training in good agricultural practices.
- Development of action plans with selected standards and alliances formed.
- Development of Business Plans to increase financing and market access.
- Organize workshops as needed.



- Coordinate training activities and produce lessons materials.

### **Deliverables and Payments Timeline:**

This consultancy has four specific deliverables

<b>Deliverable</b>	<b>Description</b>	<b>Deadline</b>	<b>Payment</b>
Deliverable 1	Design a detailed implementation plan with specific timelines and deliverables	Three (3) weeks after the date of signature of the contract.	10%
Deliverable 2	Midterm work progress reports	Six (6) months after the date of signature of the contract.	30%
Deliverable 3	Second midterm work progress reports	Twelve (12) months after the date of signature of the contract.	30%
Deliverable 4	Final report and presentation of the main achievements and results obtained at the end of the project.	Twenty-four (24) months after the date of signature of the contract.	30%

**Reporting Requirements:** Deliverables should be sent at the specific dates outlined above no later than 18:00 (Washington, D.C time). These should be prepared in English or Spanish as agreed with project team and delivered in an editable format.

**Acceptance Criteria:** The deliverables will be accepted given they meet the quality criteria set during the planification stages of this consultancy.

**Other Requirements:** Access to IDB data, reports, internal documents, etc., or other requests such as arrangement of internal meetings withing IDB will be organized and authorized exclusively by INT/INT.

### **What you'll need**

- **Education:** bachelor's in economics, Business Administration, Finance, or similar studies. Postgraduate and / or master's degrees in similar areas.
- **Competences:** Development of business plans. Knowledge of auditing, certification, and verification processes. Highly developed communication skills, including the preparation of high-quality reports and the delivery of presentations. Ability to work under pressure, and to meet tight deadlines without compromising the quality of outputs. Ability to maintain confidentiality and use discretion when dealing with sensitive information. Cultural awareness and sensitivity to country-specific issues.
- **Experience:** Proven professional experience of at least five (5) years in the Amazon region related to sustainable markets, forestry, biobusinesses, project management, monitoring and evaluation, commercial management. Minimum work experience of 5 years managing projects and initiatives, troubleshooting, and

coordinating with technical and management teams. Considerable and proven experience in agricultural and forest sectors and in the management of partnerships with donors, local organizations, and strategic contacts. Proven experience and knowledge of environmental issues, conservation of biodiversity as well as implementation and strengthening of bio businesses. Extensive experience working with indigenous peoples and in the implementation of initiatives that build on their knowledge, culture, and wisdom

- **Languages:** Proficient command of the English and Spanish Language, spoken and written.- Choose an item.

**Key skills:**

- Learn continuously.
- Collaborate and share knowledge.
- Focus on clients.
- Communicate and influence.
- Innovate and try new things.

**Requirements:**

- **Citizenship:** You are a citizen of one of our 48-member countries.
- **Consanguinity:** You have no family members (up to the fourth degree of consanguinity and second degree of affinity, including spouse) working at the IDB, IDB Invest, or IDB Lab.

**Type of contract and duration:**

- **Type of contract:** Products and External Services Consultant (PEC), Lump Sum
- **Supervision and Reporting:** This consultancy will be under the supervision of Francisco Hugo Estrazulas De Souza (INT/TIN), Team Leader; and Sebastián Gonzalez Saldarriaga (INT/RIU), Alternate Team Leader.
- **Length of contract:** 24 months
- **Work Location:** Remote.

**What we offer**

The IDB group provides benefits that respond to the different needs and moments of an employee's life. These benefits include:

- A **competitive compensation** package.
- A flexible way of working. You will be evaluated by deliverable.

**Our culture**

At the IDB Group we work so everyone brings their best and authentic selves to work, willing to try new approaches without fear, and where they are accountable and rewarded for their actions.

Diversity, Equity, Inclusion and Belonging (DEIB) are at the center of our organization. We celebrate all dimensions of diversity and encourage women, LGBTQ+ people, persons with disabilities, Afro-descendants, and Indigenous people to apply.

We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job interview process. If you are a qualified candidate with a disability, please e-mail us at [diversity@iadb.org](mailto:diversity@iadb.org) to request reasonable accommodation to complete this application.

**Our Human Resources Team reviews carefully every application.**

**About the IDB Group**

The IDB Group, composed of the Inter-American Development Bank (IDB), IDB Invest, and the IDB Lab offers flexible financing solutions to its member countries to finance economic and social development through lending and grants to public and private entities in Latin America and the Caribbean.

**About IDB**

We work to improve lives in Latin America and the Caribbean. Through financial and technical support for countries working to reduce poverty and inequality, we help improve health and education and advance infrastructure. Our aim is to achieve development in a sustainable, climate-friendly way. With a history dating back to 1959, today we are the leading source of development financing for Latin America and the Caribbean. We provide loans, grants, and technical assistance; and we conduct extensive research. We maintain a strong commitment to achieving measurable results and the highest standards of integrity, transparency, and accountability.

**Follow us:**

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<https://www.facebook.com/IADB.org>

[https://twitter.com/the\\_IDB](https://twitter.com/the_IDB)

**About IDB Lab**

Is the innovation laboratory of the IDB Group. We mobilize financing, knowledge, and connections to drive innovation for inclusion in Latin America and the Caribbean. We believe innovation is a powerful tool that can transform our region, providing today unprecedented opportunities to populations that are vulnerable due to economic, social, or environmental factors. IDB Lab has a commitment to gender quality and diversity as part of its development mandate. The Strategy and Impact unit supports IDB Lab in the development of strategy, connections and knowledge, and impact measurement and reporting.

**Follow us:**

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<https://www.facebook.com/IDBLab>

[https://twitter.com/IDB\\_Lab](https://twitter.com/IDB_Lab)

**About IDB Invest**

IDB Invest, a member of the IDB Group, is a multilateral development bank committed to promoting the economic development of its member countries in Latin America and the Caribbean through the private sector. IDB Invest finances sustainable companies and projects to achieve financial results and maximize economic, social, and environmental development in the region. With a portfolio of \$14.1 billion in asset management and 325 clients in 25 countries, IDB Invest provides innovative financial solutions and advisory services that meet the needs of its clients in a variety of industries.

**Follow us:**

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<https://www.facebook.com/IDBInvest>

<https://twitter.com/BIDInvest>

**Support Consultant****Post of Duty: TDB**

The IDB Group is a community of diverse, versatile, and passionate people who come together on a journey to improve lives in Latin America and the Caribbean. Our people find purpose and do what they love in an inclusive, collaborative, agile, and rewarding environment.

**Background and Justification**

Supporting the growth of sustainable economic activities in the Amazon region and their access to foreign markets and investors will help improve the livelihoods of the people who live in the Amazon region, including over 350 differentiated indigenous peoples in a unique situation of vulnerability<sup>1</sup>; while reducing the pressure that human economic activity exerts on the region's ecosystem.

The Amazon region is a vast system that covers 6,700,000 km<sup>2</sup> (that is, about 40% of the South American territory). It is also a region with high socio-economic and environmental complexity and diversity. More than 35 million people live in it, including approximately 1.5 million indigenous people and 5 million Afro descendants. The Amazon River, with over 1,000 tributaries, connects large urban hubs, such as Manaus, Belem, and Iquitos, as well as countless villages and isolated settlements. The Amazon region is also home to Earth's most extensive rainforest, harboring an estimated 20% of the world's known plant and animal species, and other invaluable natural assets. While it engulfs several countries and ecosystems, the Amazon forms a single ecological entity, and its many parts depend on the integrity of the whole.

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On the other hand, deforestation has been accelerating at alarming rates in part due to the expansion of the agricultural frontier, extensive cattle ranching, mining, among other activities, some of which are illegal. In 2019, some 1.7 million hectares of Amazon Forest were lost. Also, average temperatures within the Amazon have increased by 0.5 Celsius since 1980, and rainfall anomalies have become recurrent causing harsher natural hazards such as floods, landslides, and droughts. When we look at trade, while the Amazon region has a diversified set of exported products, 70% of these exports are concentrated in only five products. A recent study commissioned by INT found that there are 60 products with a global market of US\$159 billion that can be produced in a sustainable way in the Amazon. However, Amazon countries maintains a market share of less than 1% of this market. In a country like Brazil, exports from the Amazon aside from oil and hydrocarbons are practically non-existent.

At this juncture, the Inter-American Development Bank (IDB), at the request of eight regional member countries that compose the Amazon Biome, began preparing the Amazon Initiative which

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<sup>1</sup> Over 35% of the Amazon biome falls under stewardship of heterogenous indigenous peoples living in different conditions of vulnerability, representing over 350 ethnic groups, 60 of which are living in voluntary isolation and under initial contact. (Inter-American Commission on Human Rights 2013.)

aims to promote a greater sustainable development of the Amazon region through sound environmental stewardship of its natural resources and economic alternatives that promote forest conservation and decrease deforestation. More specifically within this initiative, IDB aims to develop an online Amazon Bioeconomy Marketplace (ABM) to help the bio-business ecosystem in the Amazon region increase and diversify their exports and attract investment.

The project will focus on: Early-stage businesses and entrepreneurs, more mature small and medium sized businesses (SMEs) and micro-enterprises, that are ready to export, including those led by indigenous peoples, afro-descendants, women, and other diverse populations.

Bio-business includes businesses that use technology, biology, science, data and innovation to become more sustainable in terms of the sourcing of their materials, production processes and access to market. Bio-businesses may include small cooperatives, emerging enterprises, micro and SMEs. The Amazon Initiative includes a transversal indigenous peoples lens, to ensure that all interventions, studies and collaboration have a development with identity approach and respect the self-determination of indigenous peoples.

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#### Component 1: Market Analysis.

Applying its vast market expertise and tapping into extensive networks of producers and local organizations in the region, the Rainforest Alliance will carry out a comprehensive market analysis, facilitating IDB and project partners' understanding of the business environment, supply and demand, existing stakeholders and initiatives, resources and capacities in the region, Amazon products information, potential buyers, and the business development and training needs of bio-businesses. The market analysis will serve to create an initial database of strategic information, contributing to the design of the ABM and to the program's preparatory, training, and market development activities.

#### Component 2: Identification, Verification or Certification.

Support bio-businesses to strengthen their production systems, in preparation for increased access to differentiated markets and finance opportunities. In line with recognized environmental and social sustainability standards and norms, bio-businesses will be provided with technical assistance to assess their productive and business operations and determine investments needed to improve sustainable production and productivity, land management practices, transformation and waste management processes, access inputs, among other areas. With support from the Rainforest Alliance, bio-businesses will develop an actionable plan outlining their sustainability goals and will receive training to improve their business acumen and begin to connect with new and diverse market actors. Non-certified bio-businesses will have an opportunity to undertake certification or verification if desired and will receive preparatory support and training to do so. Though only a subset of bio-businesses may choose to advance toward certification, all

will have improved understanding of the benefits of certification or verification and will have enhanced their organizational, business, and productive capacities to implement more sustainable practices.

Component 3: Access to Finance.

Since Amazon bio-businesses will require additional and specialized support to access financing that meets their productive and business needs, the focus of activities under Component 3 should be two-fold: (1) continue to develop bio-businesses so that they become bankable or finance ready, by identifying areas of administrative, financial, and business improvement and providing technical support in accordance with individual business improvement plans, designed and monitored by the bio-businesses themselves; and (2) partner with local and/or international financial institutions to develop specialized sustainable finance products that are both accessible and attractive to Amazon bio-businesses.

This work falls under Component 2 of the ABM Initiative: Identification, Verification or certification, in order to support bio-businesses to strengthen their production systems, in preparation for increased access to differentiated markets and finance opportunities.

This work is aligned and will find synergies with technical cooperation RG-T4009 Amazon Bioeconomy Marketplace Colombia and Ecuador, TC-RG3509 for Gender and Diversity in the Private Sector, as well as with technical cooperation RG-T4031, for new financial products for indigenous peoples.

### **About this position**

We are looking for a Support Consultant whose services includes data-driven research and analysis, generation of knowledge through the activation of national and international networks/contacts; the organization of interviews, and field surveys, contact with potential partners who can improve the overall project; the preparation of the deliverables. **The consultancy will cover the Amazon region of Brazil.**- The project is focused on the bio-business and financial inclusion ecosystem as defined above.

The result of this study will inform a series of Pilots with Financial Institutions (FIs) to understand current offering, and areas for improvement and opportunities.

The main objective of this consultancy is to support the main activities in component 2.

The specific objective for this consultancy is: Help bio businesses develop an action plan that defines their sustainability objectives and will receive training to improve their business vision and begin to connect with new and diverse market players and help non-certified bio businesses to become certified or verified if they wish to do so and support and train them to do so. Even if only a subset of businesses decide to move towards certification, all will better understand the benefits of certification or verification and will have improved their organizational, business and production capabilities to implement more sustainable practices.

**What you'll do:**

- Conduct scan to identify applicable verification and certification systems.
- Increase access to finance and markets for certified/verified bioeconomy businesses.
- Increase market access for non-certified/non-verified bio-business.
- Provide capacity building and technical assistance for implementation of good agricultural, forestry and management practices for non-certified/non-verified bio-businesses.
- Define criteria to select pilot biobusinesses and design mechanisms to deliver them funds.
- Provide technical assistance to selected pilot biobusinesses to increase access to foreign markets.
- Follow up financial support provided to selected pilot biobusinesses.

**Deliverables and Payments Timeline:**

This consultancy has four specific deliverables

Deliverable	Description	Deadline	Payment
<b>Component 2</b>			
Deliverable 1	Detailed work plan and description of the timeline and methodologies to be used.	Three (3) weeks after the date of signature of the contract.	10%
Deliverable 2	Midterm report.	Third month after the date of signature of the contract.	30%
Deliverable 3	Second midterm report.	Twelve (12) months after the date of signature of the contract.	30%
Deliverable 4	Final report: including all content developed and a set of final recommendations.	Twenty-four (24) months after the date of signature of the contract.	30%

*\*Dates and payment percentages of Component 2 will vary from year 1 to year 2 of the project. This will be determined during the design of Deliverable 1.*

**Reporting Requirement:** Deliverables should be sent on the specific dates outlined above no later than 18:00 (Washington, D.C time). These should be prepared in English or Spanish as agreed with project team and delivered in an editable format.

**Acceptance Criteria:** The deliverables will be accepted given they meet the quality criteria set during the planification stages of this consultancy.

**Other Requirements:** Access to IDB data, reports, internal documents, etc., or other requests such as arrangement of internal meetings withing IDB will be organized and authorized exclusively by INT/INT.



**What you'll need**

- **Education:** bachelor's in economics, Business Administration, Finance, or similar studies. Postgraduate and / or master's degrees in similar areas.
- **Competences:** Knowledge in capacity building tools, market analysis and biobusinesses implementation and management. Highly developed communication skills, including the preparation of high-quality reports and the delivery of presentations. Proficient command of the English language, both spoken and written. Ability to work under pressure, and to meet tight deadlines without compromising the quality of outputs. Ability to maintain confidentiality and use discretion when dealing with sensitive information. Cultural awareness and sensitivity to country-specific issues. Cultural awareness and sensitivity to country-specific issues.
- **Experience:** Proven professional experience of at least five (5) years in the Amazon related to sustainable markets, forestry, biobusinesses.
- **Languages:** Proficient command of English and Spanish language, spoken and written.  
Choose an item.

**Key skills:**

- Learn continuously.
- Collaborate and share knowledge.
- Focus on clients.
- Communicate and influence.
- Innovate and try new things.

**Requirements:**

- **Citizenship:** You are a citizen of one of our 48-member countries.
- **Consanguinity:** You have no family members (up to the fourth degree of consanguinity and second degree of affinity, including spouse) working at the IDB, IDB Invest, or IDB Lab.

**Type of contract and duration:**

- **Type of contract:** Products and External Services Consultant (PEC), Lump Sum
- **Supervision and Reporting:** This consultancy will be under the supervision of Francisco Hugo Estrazulas De Souza (INT/TIN), Team Leader; and Sebastián Gonzalez Saldarriaga (INT/RIU), Alternate Team Leader.
- **Length of contract:** 24 months
- **Work Location:** Remote.

**What we offer**

The IDB group provides benefits that respond to the different needs and moments of an employee's life. These benefits include:

- A **competitive compensation** package.
- A flexible way of working. You will be evaluated by deliverable.

**Our culture**

At the IDB Group we work so everyone brings their best and authentic selves to work, willing to try new approaches without fear, and where they are accountable and rewarded for their actions.

Diversity, Equity, Inclusion and Belonging (DEIB) are at the center of our organization. We celebrate all dimensions of diversity and encourage women, LGBTQ+ people, persons with disabilities, Afro-descendants, and Indigenous people to apply.

We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job interview process. If you are a qualified candidate with a disability, please e-mail us at [diversity@iadb.org](mailto:diversity@iadb.org) to request reasonable accommodation to complete this application.

**Our Human Resources Team reviews carefully every application.**

**About the IDB Group**

The IDB Group, composed of the Inter-American Development Bank (IDB), IDB Invest, and the IDB Lab offers flexible financing solutions to its member countries to finance economic and social development through lending and grants to public and private entities in Latin America and the Caribbean.

**About IDB**

We work to improve lives in Latin America and the Caribbean. Through financial and technical support for countries working to reduce poverty and inequality, we help improve health and education and advance infrastructure. Our aim is to achieve development in a sustainable, climate-friendly way. With a history dating back to 1959, today we are the leading source of development financing for Latin America and the Caribbean. We provide loans, grants, and technical assistance; and we conduct extensive research. We maintain a strong commitment to achieving measurable results and the highest standards of integrity, transparency, and accountability.

**Follow us:**

<https://www.linkedin.com/company/inter-american-development-bank/>

<https://www.facebook.com/IADB.org>

[https://twitter.com/the\\_IDB](https://twitter.com/the_IDB)

**About IDB Lab**

Is the innovation laboratory of the IDB Group. We mobilize financing, knowledge, and connections to drive innovation for inclusion in Latin America and the Caribbean. We believe innovation is a powerful tool that can transform our region, providing today unprecedented opportunities to populations that are vulnerable due to economic, social, or environmental factors. IDB Lab has a commitment to gender quality and diversity as part of its development mandate. The Strategy and

Impact unit supports IDB Lab in the development of strategy, connections and knowledge, and impact measurement and reporting.

**Follow us:**

<https://www.linkedin.com/company/idblab/>

<https://www.facebook.com/IDBLab>

[https://twitter.com/IDB\\_Lab](https://twitter.com/IDB_Lab)

**About IDB Invest**

IDB Invest, a member of the IDB Group, is a multilateral development bank committed to promoting the economic development of its member countries in Latin America and the Caribbean through the private sector. IDB Invest finances sustainable companies and projects to achieve financial results and maximize economic, social, and environmental development in the region. With a portfolio of \$14.1 billion in asset management and 325 clients in 25 countries, IDB Invest provides innovative financial solutions and advisory services that meet the needs of its clients in a variety of industries.

**Follow us:**

<https://www.linkedin.com/company/idbinvest/>

<https://www.facebook.com/IDBInvest>

<https://twitter.com/BIDInvest>

Reference to Procurement Plan: Consultancy **6** for **Pilot Intervention**  
TDRs for firm consultant

## **TERMS OF REFERENCE**

**BR-T1549**

**AMAZON BIOECONOMY MARKETPLACE IN BRAZIL**

**COMPONENT II**

### **1. Background and Justification**

- 1.1. Supporting the growth of sustainable economic activities in the Amazon region and their access to foreign markets and investors will help improve the livelihoods of the people who live in the Amazon region, including over 350 differentiated indigenous peoples in a unique situation of vulnerability<sup>1</sup>; while reducing the pressure that human economic activity exerts on the region's ecosystem.
- 1.2. The Amazon region is a vast system that covers 6,700,000 km<sup>2</sup> (that is, about 40% of the South American territory). It is also a region with high socio-economic and environmental complexity and diversity. More than 35 million people live in it, including approximately 1.5 million indigenous people and 5 million Afro descendants. The Amazon River, with over 1,000 tributaries, connects large urban hubs, such as Manaus, Belem, and Iquitos, as well as countless villages and isolated settlements. The Amazon region is also home to Earth's most extensive rainforest, harboring an estimated 20% of the world's known plant and animal species, and other invaluable natural assets. While it engulfs several countries and ecosystems, the Amazon forms a single ecological entity, and its many parts depend on the integrity of the whole.
- 1.3. However, the Amazon region faces significant threats. On the one hand, the region remains poor relative to other regions of the countries that make up the Amazon. In Brazil for instance, 45% of the citizens of the State of Amazonas are below the poverty level.
- 1.4. On the other hand, deforestation has been accelerating at alarming rates in part due to the expansion of the agricultural frontier, extensive cattle ranching, mining, among other activities, some of which are illegal. In 2019, some 1.7 million hectares of Amazon Forest were lost. Also, average temperatures within the Amazon have increased by 0.5 Celsius since 1980, and rainfall anomalies have become recurrent causing harsher natural hazards such as floods, landslides,

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<sup>1</sup> Over 35% of the Amazon biome falls under stewardship of heterogenous indigenous peoples living in different conditions of vulnerability, representing over 350 ethnic groups, 60 of which are living in voluntary isolation and under initial contact. (Inter-American Commission on Human Rights 2013.)

and droughts. When we look at trade, while the Amazon region has a diversified set of exported products, 70% of these exports are concentrated in only five products. A recent study commissioned by INT found that there are 60 products with a global market of US\$159 billion that can be produced in a sustainable way in the Amazon. However, Amazon countries maintains a market share of less than 1% of this market. In a country like Brazil, exports from the Amazon aside from oil and hydrocarbons are practically non-existent.

- 1.5. At this juncture, the Inter-American Development Bank (IDB), at the request of eight regional member countries that compose the Amazon Biome, began preparing the Amazon Initiative which aims to promote a greater sustainable development of the Amazon region through sound environmental stewardship of its natural resources and economic alternatives that promote forest conservation and decrease deforestation. More specifically within this initiative, IDB aims to develop an online Amazon Bioeconomy Marketplace (ABM) to help the bio-business ecosystem in the Amazon region increase and diversify their exports and attract investment.
- 1.6. The project will focus on: Early-stage businesses and entrepreneurs, more mature small and medium sized businesses (SMEs) and micro-enterprises, that are ready to export, including those led by indigenous peoples, afro-descendants, women and other diverse populations.
- 1.7. Bio-business includes businesses that use technology, biology, science, data and innovation to become more sustainable in terms of the sourcing of their materials, production processes and access to market. Bio-businesses may include small cooperatives, emerging enterprises, micro and SMEs. The Amazon Initiative includes a transversal indigenous people's lens, to ensure that all interventions, studies and collaboration have a development with identity approach and respect the self-determination of indigenous peoples.
- 1.8. The activities of this project will generate the conditions for more and better connections between sustainable Amazon bio-businesses and national and international markets. This will be accomplished through an integral program with a vision for a net-positive future that gets bio-businesses on the pathway toward more sustainable and profitable production systems. Activities are focused on stakeholder engagement, capacity building, improving productivity and biodiversity outcomes linked with social and environmental standards, and boosting access to markets, finance, and investment.
- 1.9. Component 1: Market Analysis.  
Applying its vast market expertise and tapping into extensive networks of producers and local organizations in the region, the Rainforest Alliance will carry out a comprehensive market analysis, facilitating IDB and project partners' understanding of the business environment, supply and demand, existing stakeholders and initiatives, resources and capacities in the region, Amazon products information, potential buyers, and the business development and training needs of bio-businesses. The market analysis will serve to create an initial database of strategic information, contributing to the design of the ABM and to the program's preparatory, training, and market development activities.
- 1.10. Component 2: Identification, Verification or Certification.  
Support bio-businesses to strengthen their production systems, in preparation for increased access to differentiated markets and finance opportunities. In line with recognized

environmental and social sustainability standards and norms, bio-businesses will be provided with technical assistance to assess their productive and business operations and determine investments needed to improve sustainable production and productivity, land management practices, transformation and waste management processes, access inputs, among other areas. With support from the Rainforest Alliance, bio-businesses will develop an actionable plan outlining their sustainability goals and will receive training to improve their business acumen and begin to connect with new and diverse market actors. Non-certified bio-businesses will have an opportunity to undertake certification or verification if desired and will receive preparatory support and training to do so. Though only a subset of bio-businesses may choose to advance toward certification, all will have improved understanding of the benefits of certification or verification and will have enhanced their organizational, business, and productive capacities to implement more sustainable practices.

1.11. Component 3: Access to Finance.

Since Amazon bio-businesses will require additional and specialized support to access financing that meets their productive and business needs, the focus of activities under Component 3 should be two-fold: (1) continue to develop bio-businesses so that they become bankable or finance ready, by identifying areas of administrative, financial, and business improvement and providing technical support in accordance with individual business improvement plans, designed and monitored by the bio-businesses themselves; and (2) partner with local and/or international financial institutions to develop specialized sustainable finance products that are both accessible and attractive to Amazon bio-businesses.

1.12. This work falls under Component 3 of the ABM Initiative: Access to Finance. Since Amazon bio-businesses, require specialized support to access financing that meets their productive and business needs, the planned activities under these TORs are aimed specifically at understanding and improving access to financial services to bio-businesses in the Amazon.

1.13. This work is aligned and will find synergies with technical cooperation TC-RG3509 for Gender and Diversity in the Private Sector, as well as with technical cooperation RG-T4031, for new financial products for indigenous peoples.

## 2. Objectives

- 2.1 The main objective of this consultancy is to design and implement the mechanism to deliver funds (subgrants) to selected pilot biobusinesses to improve their capacity and quality, and obtain certifications needed to access markets.

## 3. Scope of Services

- 3.1. The consultancy will provide the services described on Section 2. of this TORs. Scope of services includes data-driven research and analysis, generation of knowledge through the activation of national and international networks/contacts; the organization of interviews, and field surveys, contact with potential partners who can improve the overall project; the preparation of the deliverables. **The consultancy will cover the Amazon region of Brazil.** The project is focused on the bio-business and financial inclusion ecosystem as defined above.

#### 4. **Key Activities**

4.1. Table with detailed summary of Key Activities:

Objective	Key Activities
Design and implement the mechanism to deliver funds (subgrants) to selected pilot biobusinesses to improve their capacity and quality, and obtain certifications needed to access markets.	<p>Necessary activities to achieve the objectives previously described, including the following dimensions:</p> <ol style="list-style-type: none"> <li>1. Research and propose potential financial schemes that could be designed to deliver funds (subgrants)</li> <li>2. Benchmark of other subgrants mechanisms that has been successful and could be used as part of this project.</li> <li>3. Coordinate with key stakeholders on the design implementation.</li> <li>4. Monitor and evaluate the deployment of resources.</li> <li>5. Prepare reports for the project manager and the IDB team.</li> </ol>

#### 5. **Expected Deliverables, deadlines, and payments.**

5.1. This consultancy has two specific deliverables:

Deliverable	Description	Deadline	Payment
Deliverable 1	Design a detailed implementation plan with specific timelines and deliverables	One (1) week after the date of signature of the contract	10%
Deliverable 2	Midterm progress report	Six (6) months after the date of signature of the contract	30%
Deliverable 3	Second midterm progress report	Twelve (12) months after the date of signature of the contract	30%
Deliverable 4	Final report and presentation of the main achievements and results obtained.	Twenty-four (24) months after the date of signature of the contract	30%

#### 6. **Reporting Requirements**

6.1. Deliverables should be sent at the specific dates outlined above no later than 18:00 (Washington, D.C time). These should be prepared in English or Spanish as agreed with project team and delivered in an editable format.

#### 7. **Acceptance Criteria**

7.1. The deliverables will be accepted given they meet the quality criteria set during the planification stages of this consultancy.

#### 8. **Other Requirements**

8.1. Access to IDB data, reports, internal documents, etc., or other requests such as arrangement of internal meetings withing IDB will be organized and authorized exclusively by INT/INT.

## **9. Supervision and Reporting**

- 9.1. This consultancy will be under the supervision of Francisco Hugo Estrazulas De Souza (INT/TIN), Team Leader; and Sebastián Gonzalez Saldarriaga (INT/RIU), Alternate Team Leader.



**Support Consultant****Post of Duty: TDB**

The IDB Group is a community of diverse, versatile, and passionate people who come together on a journey to improve lives in Latin America and the Caribbean. Our people find purpose and do what they love in an inclusive, collaborative, agile, and rewarding environment.

**Background and Justification**

Supporting the growth of sustainable economic activities in the Amazon region and their access to foreign markets and investors will help improve the livelihoods of the people who live in the Amazon region, including over 350 differentiated indigenous peoples in a unique situation of vulnerability<sup>1</sup>; while reducing the pressure that human economic activity exerts on the region's ecosystem.

The Amazon region is a vast system that covers 6,700,000 km<sup>2</sup> (that is, about 40% of the South American territory). It is also a region with high socio-economic and environmental complexity and diversity. More than 35 million people live in it, including approximately 1.5 million indigenous people and 5 million Afro descendants. The Amazon River, with over 1,000 tributaries, connects large urban hubs, such as Manaus, Belem, and Iquitos, as well as countless villages and isolated settlements. The Amazon region is also home to Earth's most extensive rainforest, harboring an estimated 20% of the world's known plant and animal species, and other invaluable natural assets. While it engulfs several countries and ecosystems, the Amazon forms a single ecological entity, and its many parts depend on the integrity of the whole.

However, the Amazon region faces significant threats. On the one hand, the region remains poor relative to other regions of the countries that make up the Amazon. In Brazil for instance, 45% of the citizens of the State of Amazonas are below the poverty level.

On the other hand, deforestation has been accelerating at alarming rates in part due to the expansion of the agricultural frontier, extensive cattle ranching, mining, among other activities, some of which are illegal. In 2019, some 1.7 million hectares of Amazon Forest were lost. Also, average temperatures within the Amazon have increased by 0.5 Celsius since the 1980, and rainfall anomalies have become recurrent causing harsher natural hazards such as floods, landslides, and droughts. When we look at trade, while the Amazon region has a diversified set of exported products, 70% of these exports are concentrated in only five products. A recent study commissioned by INT found that there are 60 products with a global market of US\$159 billion that can be produced in a sustainable way in the Amazon. However, Amazon countries maintain a market share of less than 1% of this market. In a country like Brazil, exports from the Amazon aside from oil and hydrocarbons are practically non-existent.

At this juncture, the Inter-American Development Bank (IDB), at the request of eight regional member countries that compose the Amazon Biome, began preparing the Amazon Initiative which

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<sup>1</sup> Over 35% of the Amazon biome falls under stewardship of heterogeneous indigenous peoples living in different conditions of vulnerability, representing over 350 ethnic groups, 60 of which are living in voluntary isolation and under initial contact. (Inter-American Commission on Human Rights 2013.)

aims to promote a greater sustainable development of the Amazon region through sound environmental stewardship of its natural resources and economic alternatives that promote forest conservation and decrease deforestation. More specifically within this initiative, IDB aims to develop an online Amazon Bioeconomy Marketplace (ABM) to help the bio-business ecosystem in the Amazon region increase and diversify their exports and attract investment.

The project will focus on: Early-stage businesses and entrepreneurs, more mature small and medium sized businesses (SMEs) and micro-enterprises, that are ready to export, including those led by indigenous peoples, afro-descendants, women and other diverse populations.

Bio-business include businesses that use technology, biology, science, data and innovation to become more sustainable in terms of the sourcing of their materials, production processes and access to market. Bio-businesses may include small cooperatives, emerging enterprises, micro and SMEs. The Amazon Initiative includes a transversal indigenous peoples lens, to ensure that all interventions, studies and collaboration have a development with identity approach and respect the self-determination of indigenous peoples.

The activities of this project will generate the conditions for more and better connections between sustainable Amazon bio-businesses and national and international markets. This will be accomplished through an integral program with a vision for a net-positive future that gets bio-businesses on the pathway toward more sustainable and profitable production systems. Activities are focused on stakeholder engagement, capacity building, improving productivity and biodiversity outcomes linked with social and environmental standards, and boosting access to markets, finance, and investment.

#### **Component 1: Market Analysis.**

Applying its vast market expertise and tapping into extensive networks of producers and local organizations in the region, the Rainforest Alliance will carry out a comprehensive market analysis, facilitating IDB and project partners' understanding of the business environment, supply and demand, existing stakeholders and initiatives, resources and capacities in the region, Amazon products information, potential buyers, and the business development and training needs of bio-businesses. The market analysis will serve to create an initial database of strategic information, contributing to the design of the ABM and to the program's preparatory, training, and market development activities.

#### **Component 2: Identification, Verification or Certification.**

Support bio-businesses to strengthen their production systems, in preparation for increased access to differentiated markets and finance opportunities. In line with recognized environmental and social sustainability standards and norms, bio-businesses will be provided with technical assistance to assess their productive and business operations and determine investments needed to improve sustainable production and productivity, land management practices, transformation and waste management processes, access inputs, among other areas. With support from the Rainforest Alliance, bio-businesses will develop an actionable plan outlining their sustainability goals and will receive training to improve their business acumen and begin to connect with new and diverse market actors. Non-certified bio-businesses will have an opportunity to undertake certification or verification if desired and will receive preparatory support and training to do so. Though only a subset of bio-businesses may choose to advance toward certification, all

will have improved understanding of the benefits of certification or verification and will have enhanced their organizational, business, and productive capacities to implement more sustainable practices.

Component 3: Access to Finance.

Since Amazon bio-businesses will require additional and specialized support to access financing that meets their productive and business needs, the focus of activities under Component 3 should be two-fold: (1) continue to develop bio-businesses so that they become bankable or finance ready, by identifying areas of administrative, financial, and business improvement and providing technical support in accordance with individual business improvement plans, designed and monitored by the bio-businesses themselves; and (2) partner with local and/or international financial institutions to develop specialized sustainable finance products that are both accessible and attractive to Amazon bio-businesses.

This work falls under Component 3 of the ABM Initiative: Access to Finance. Since Amazon bio-businesses, require specialized support to access financing that meets their productive and business needs, the planned activities under these TORs are aimed specifically at understanding and improving access to financial services to bio-businesses in the Amazon.

This work is aligned and will find synergies with technical cooperation RG-T4009 Amazon Bioeconomy Marketplace Colombia and Ecuador, RG-T3509 for Gender and Diversity in the Private Sector, as well as with technical cooperation RG-T4031, for new financial products for indigenous peoples.

### **About this position**

We are looking for a Support Consultant whose services includes data-driven research and analysis, generation of knowledge through the activation of national and international networks/contacts; the organization of interviews, and field surveys, contact with potential partners who can improve the overall project; the preparation of the deliverables. **The consultancy will cover the Amazon region of Brazil.**- The project is focused on the bio-business and financial inclusion ecosystem as defined above.

The result of this study will inform a series of Pilots with Financial Institutions (FIs) to understand current offering, and areas for improvement and opportunities.

The main objective of this consultancy is to develop an improved understanding of financial services to bio-businesses in the Amazon well as support capacity building of relevant financial players in developing adequate financial solutions for this market segment.

The specific objective for this consultancy is:

**Objective 1:** Mapping of key stakeholders and diagnostic of financial and non-financial services offer and demand in the Amazon region of Brazil (i) identify the type of bioeconomy business, companies, producers, cooperatives, or associations that lack access to finance to scale their activities or are unbanked, (ii) map the financial players operating in or near the area of influence (including financial institutions, financial cooperatives, micro-finance companies, fintech, non-

governmental organizations) to assess their existing portfolio characteristics, the challenges they are facing, narrow down financial solutions to portfolio expansion barriers, and identify incentives for their expansion into the Amazon.

**Objective 2:** Identify synergies with Components 1 and 2 of the CT, so that the information gathered provides direct input to the activities that will be done on-the-ground with the different stakeholders. It's important that the activities of this consultancy do not overall but rather complement those of Components 1 and 2.

**What you'll do:**

Financial Services Demand and Opportunity

- Identify by type of bio-business, current forces of financing and or barriers to access financing
- Analyze the financing opportunity of bio-business in the Amazon region in Brazil, by type of bio-business (i.e. maturity; registration; sector, etc.)
- Understand the financing gap for these bio-businesses and main challenges from a demand perspective
- Financial Services Offer
- Map financial services provided in the selected region, and or nearby by type of financial provider
- Map non-financial services that contribute to bio business growth
- Identify and analyze current size of market and specific market segments being served
- Analyze key barriers to financing a larger share of the market
- Solutions
- Identify adequate, affordable or innovative financial solutions that could reach bio-businesses in the selected region
- Analyze incentives that would need to be in place, from a demand and offer perspective, to scale availability of financing to bio-business in the selected region.
- Provide practical recommendations for IDB and for financial institutions in the area to improve financial inclusion in the selected region.

**Deliverables and Payments Timeline:**

This consultancy has four specific deliverables

Deliverable	Description	Deadline	Payment
<b>Component 2</b>			
Deliverable 1	Detailed work plan and description of the timeline and methodologies to be used.	Three (3) weeks after the date of signature of the contract.	10%
Deliverable 2	Stakeholder Mapping and Diagnostic Report (Validated and approved by IDB Project);	Six (6) months after the date of signature of the contract.	30%

	including all relevant data sets (excel); interview notes; and visual presentation (in PowerPoint file) with the main findings.		
Deliverable 3	Midterm report	Twelve (12) months after the date of signature of the contract.	30%
Deliverable 4	Final report: including all content developed and a set of final recommendations	Eighteen (18) months after the date of signature of the contract.	30%

**Reporting Requirements:** Deliverables should be sent at the specific dates outlined above no later than 18:00 (Washington, D.C time). These should be prepared in English or Spanish as agreed with project team and delivered in an editable format.

**Acceptance Criteria:** The deliverables will be accepted given they meet the quality criteria set during the planification stages of this consultancy.

**Other Requirements:** Access to IDB data, reports, internal documents, etc., or other requests such as arrangement of internal meetings withing IDB will be organized and authorized exclusively by INT/INT.

### **What you'll need**

- **Education:** bachelor's in economics, Business Administration, Finance, or similar studies. Postgraduate and / or master's degrees in similar areas.
- **Competences:** Knowledge in capacity building tools, market analysis and biobusinesses implementation and management. Highly developed communication skills, including the preparation of high-quality reports and the delivery of presentations. Ability to work under pressure, and to meet tight deadlines without compromising the quality of outputs. Ability to maintain confidentiality and use discretion when dealing with sensitive information. Cultural awareness and sensitivity to country-specific issues. Cultural awareness and sensitivity to country-specific issues.
- **Experience:** Proven professional experience of at least five (5) years in the Brazilian Amazon related to sustainable markets, forestry, biobusinesses.
- **Languages:** Proficient command of the English and Spanish language, spoken and written Choose an item.

### **Key skills:**

- Learn continuously.
- Collaborate and share knowledge.
- Focus on clients.

- Communicate and influence.
- Innovate and try new things.

**Requirements:**

- **Citizenship:** You are a citizen of one of our 48-member countries.
- **Consanguinity:** You have no family members (up to the fourth degree of consanguinity and second degree of affinity, including spouse) working at the IDB, IDB Invest, or IDB Lab.

**Type of contract and duration:**

- **Type of contract:** Products and External Services Consultant (PEC), Lump Sum
- **Supervision and Reporting:** This consultancy will be under the supervision of Francisco Hugo Estrazulas De Souza (INT/TIN), Team Leader; and Sebastián Gonzalez Saldarriaga (INT/RIU), Alternate Team Leader.
- **Length of contract:** 18 months
- **Work Location:** Remote.

**What we offer**

The IDB group provides benefits that respond to the different needs and moments of an employee's life. These benefits include:

- A **competitive compensation** package.
- A flexible way of working. You will be evaluated by deliverable.

**Our culture**

At the IDB Group we work so everyone brings their best and authentic selves to work, willing to try new approaches without fear, and where they are accountable and rewarded for their actions.

Diversity, Equity, Inclusion and Belonging (DEIB) are at the center of our organization. We celebrate all dimensions of diversity and encourage women, LGBTQ+ people, persons with disabilities, Afro-descendants, and Indigenous people to apply.

We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job interview process. If you are a qualified candidate with a disability, please e-mail us at [diversity@iadb.org](mailto:diversity@iadb.org) to request reasonable accommodation to complete this application.

**Our Human Resources Team reviews carefully every application.**

**About the IDB Group**

The IDB Group, composed of the Inter-American Development Bank (IDB), IDB Invest, and the IDB Lab offers flexible financing solutions to its member countries to finance economic and social development through lending and grants to public and private entities in Latin America and the Caribbean.

**About IDB**

We work to improve lives in Latin America and the Caribbean. Through financial and technical support for countries working to reduce poverty and inequality, we help improve health and education and advance infrastructure. Our aim is to achieve development in a sustainable, climate-friendly way. With a history dating back to 1959, today we are the leading source of development financing for Latin America and the Caribbean. We provide loans, grants, and technical assistance; and we conduct extensive research. We maintain a strong commitment to achieving measurable results and the highest standards of integrity, transparency, and accountability.

**Follow us:**

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**About IDB Lab**

Is the innovation laboratory of the IDB Group. We mobilize financing, knowledge, and connections to drive innovation for inclusion in Latin America and the Caribbean. We believe innovation is a powerful tool that can transform our region, providing today unprecedented opportunities to populations that are vulnerable due to economic, social, or environmental factors. IDB Lab has a commitment to gender quality and diversity as part of its development mandate. The Strategy and Impact unit supports IDB Lab in the development of strategy, connections and knowledge, and impact measurement and reporting.

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**About IDB Invest**

IDB Invest, a member of the IDB Group, is a multilateral development bank committed to promoting the economic development of its member countries in Latin America and the Caribbean through the private sector. IDB Invest finances sustainable companies and projects to achieve financial results and maximize economic, social, and environmental development in the region. With a portfolio of \$14.1 billion in asset management and 325 clients in 25 countries, IDB Invest provides innovative financial solutions and advisory services that meet the needs of its clients in a variety of industries.

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Reference to Procurement Plan: Consultancy 8 for **Pilot Financial Services**  
TDRs for individual consultant

## **TERMS OF REFERENCE**

**BR-T1549**

**AMAZON BIOECONOMY PILOTS IN BRAZIL**

**COMPONENT III**

### **1. Background and Justification**

- 1.1. Supporting the growth of sustainable economic activities in the Amazon region and their access to foreign markets and investors will help improve the livelihoods of the people who live in the Amazon region, including over 350 differentiated indigenous peoples in a unique situation of vulnerability<sup>1</sup>; while reducing the pressure that human economic activity exerts on the region's ecosystem.
- 1.2. The Amazon region is a vast system that covers 6,700,000 km<sup>2</sup> (that is, about 40% of the South American territory). It is also a region with high socio-economic and environmental complexity and diversity. More than 35 million people live in it, including approximately 1.5 million indigenous people and 5 million Afro descendants. The Amazon River, with over 1,000 tributaries, connects large urban hubs, such as Manaus, Belem, and Iquitos, as well as countless villages and isolated settlements. The Amazon region is also home to Earth's most extensive rainforest, harboring an estimated 20% of the world's known plant and animal species, and other invaluable natural assets. While it engulfs several countries and ecosystems, the Amazon forms a single ecological entity, and its many parts depend on the integrity of the whole.
- 1.3. However, the Amazon region faces significant threats. On the one hand, the region remains poor relative to other regions of the countries that make up the Amazon. In Brazil for instance, 45% of the citizens of the State of Amazonas are below the poverty level.
- 1.4. On the other hand, deforestation has been accelerating at alarming rates in part due to the expansion of the agricultural frontier, extensive cattle ranching, mining, among other activities, some of which are illegal. In 2019, some 1.7 million hectares of Amazon Forest were lost. Also, average temperatures within the Amazon have increased by 0.5 Celsius since 1980, and rainfall anomalies have become recurrent causing harsher natural hazards such as floods, landslides, and droughts. When we look at trade, while the Amazon region has a diversified set of exported

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<sup>1</sup> Over 35% of the Amazon biome falls under stewardship of heterogeneous indigenous peoples living in different conditions of vulnerability, representing over 350 ethnic groups, 60 of which are living in voluntary isolation and under initial contact. (Inter-American Commission on Human Rights 2013.)



products, 70% of these exports are concentrated in only five products. A recent study commissioned by INT found that there are 60 products with a global market of US\$159 billion that can be produced in a sustainable way in the Amazon. However, Amazon countries maintains a market share of less than 1% of this market. In a country like Brazil, exports from the Amazon aside from oil and hydrocarbons are practically non-existent.

- 1.5. At this juncture, the Inter-American Development Bank (IDB), at the request of eight regional member countries that compose the Amazon Biome, began preparing the Amazon Initiative which aims to promote a greater sustainable development of the Amazon region through sound environmental stewardship of its natural resources and economic alternatives that promote forest conservation and decrease deforestation. More specifically within this initiative, IDB aims to develop an online Amazon Bioeconomy Marketplace (ABM) to help the bio-business<sup>2</sup> ecosystem in the Amazon region increase and diversify their exports and attract investment.
- 1.6. The project will focus on: Early-stage businesses and entrepreneurs, more mature small and medium sized businesses (SMEs) that are ready to export, including those led by indigenous peoples, afro-descendants, women and other diverse populations.
- 1.7. Bio-business includes businesses that use technology, biology, science, data, and innovation to become more sustainable in terms of the sourcing of their materials, production processes and access to the market. Bio-businesses may include small cooperatives, emerging enterprises, micro and SMEs. The Amazon Initiative includes a transversal indigenous people's lens, to ensure that all interventions, studies, and collaboration have a development with identity approach and respect the self-determination of indigenous peoples.
- 1.8. The activities of this project will generate the conditions for more and better connections between sustainable Amazon bio-businesses and national and international markets. This will be accomplished through an integral program with a vision for a net-positive future that gets bio-businesses on the pathway toward more sustainable and profitable production systems. Activities are focused on stakeholder engagement, capacity building, improving productivity and biodiversity outcomes linked with social and environmental standards, and boosting access to markets, finance, and investment.
- 1.9. Component 1: Market Analysis.  
Applying its vast market expertise and tapping into extensive networks of producers and local organizations in the region, the Rainforest Alliance will carry out a comprehensive market analysis, facilitating IDB and project partners' understanding of the business environment, supply and demand, existing stakeholders and initiatives, resources and capacities in the region, Amazon products information, potential buyers, and the business development and training needs of bio-businesses. The market analysis will serve to create an initial database of strategic information, contributing to the design of the ABM and to the program's preparatory, training, and market development activities.

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<sup>2</sup> Bio-businesses may include early-stage businesses and entrepreneurs, more mature small and medium sized businesses (SMEs), micro-businesses and businesses led by indigenous peoples, women or other vulnerable populations, that are ready to export.

1.10. Component 2: Identification, Verification or Certification.

Support bio-businesses to strengthen their production systems, in preparation for increased access to differentiated markets and finance opportunities. In line with recognized environmental and social sustainability standards and norms, bio-businesses will be provided with technical assistance to assess their productive and business operations and determine investments needed to improve sustainable production and productivity, land management practices, transformation and waste management processes, access inputs, among other areas. With support from the Rainforest Alliance, bio-businesses will develop an actionable plan outlining their sustainability goals and will receive training to improve their business acumen and begin to connect with new and diverse market actors. Non-certified bio-businesses will have an opportunity to undertake certification or verification if desired and will receive preparatory support and training to do so. Though only a subset of bio-businesses may choose to advance toward certification, all will have improved understanding of the benefits of certification or verification and will have enhanced their organizational, business, and productive capacities to implement more sustainable practices.

1.11. Component 3: Access to Finance.

Since Amazon bio-businesses will require additional and specialized support to access financing that meets their productive and business needs, the focus of activities under Component 3 should be two-fold: (1) continue to develop bio-businesses so that they become bankable or finance ready, by identifying areas of administrative, financial, and business improvement and providing technical support in accordance with individual business improvement plans, designed and monitored by the bio-businesses themselves; and (2) partner with local and/or international financial institutions to develop specialized sustainable finance products that are both accessible and attractive to Amazon bio-businesses.

1.12. This work falls under Component 3 of the Amazon Initiative: Access to Finance. Since Amazon bio-businesses, require specialized support to access financing that meets their productive and business needs, the planned activities under these TORs are aimed specifically at understanding and improving access to financial services to bio-businesses in the Amazon.

1.13. This work is aligned and will find synergies with technical cooperation TC-RG3509 for Gender and Diversity in the Private Sector, as well as with technical cooperation RG-T4031, for new financial products for indigenous peoples.

## 2. **Objectives**

2.1. The main objective of this consultancy is to pilot financial services to bio-businesses in the Amazon well as support capacity building of relevant financial players in developing adequate financial solutions for this market segment.

2.2. The specific objectives for this consultancy are:

- 2.3. **Objective 1:** Based on the stakeholder mapping and diagnostic report developed in parallel<sup>3</sup>, identify jointly with the project team 2-3 relevant financial institutions to pilot the development/improvement of a financial solution targeted to bio-businesses in the Amazon region – specifically in Brazil.
- 2.4. **Objective 2: Based on results from component 1 and 2; develop and implement two in-person workshops** aimed at building capacities of financial institutions in reaching the bio-business in the Amazon region.
- 2.5. **Objective 3:** Identify synergies with Components 1 and 2 of the CT, so that the information gathered provides direct input to the activities that will be done on-the-ground with the different stakeholders. It's important that the activities of this consultancy do not overall but rather complement those of Components 1 and 2.

### 3. Scope of Services

- 3.1. The consultancy will provide services described on Section 2. of this TORs. Scope of services includes data-driven research and analysis, generation of knowledge through the activation of national and international networks/contacts; the organization of interviews, and field surveys, contact with potential partners who can improve the overall project; the preparation of the deliverables. The consultancy will cover the Amazon region of Brazil. The project is focused on the bio-business and financial inclusion ecosystem as defined above.

### 4. Key Activities

- 4.1. Table with detailed summary of Key Activities:

Objective	Key Activities
1. Pilots	<ol style="list-style-type: none"> <li>1. Identify Financial Institutions (FIs) to conduct these pilots.</li> <li>2. Clearly outline the scope of the pilot with FIs and Project Team</li> <li>3. Work jointly with the FIs to understand current offerings, and areas for improvement and opportunities.</li> <li>4. Pilot the new solution with a meaningful sample of clients.</li> <li>5. Consolidate lessons learned and recommendations.</li> <li>6. Monitor and analyze results from pilots.</li> </ol>
2. Workshops	<ol style="list-style-type: none"> <li>3. Based on pilots and diagnostic report; develop content for workshop with FI in Brazil</li> </ol>

<sup>3</sup> In parallel to this work, IDB Invest is conducting a key stakeholders mapping and diagnostic of financial and non-financial services offer and demand in the Amazon region of Brazil which aims to (i) identify the type of bioeconomy business, companies, producers, cooperatives, or associations that lack access to finance to scale their activities or are unbanked, (ii) map the financial players operating in or near the area of influence (including financial institutions, financial cooperatives, micro-finance companies, fintech, non-governmental organizations) to assess their existing portfolio characteristics, the challenges they are facing, narrow down financial solutions to portfolio expansion barriers, and identify incentives for their expansion into the Amazon.

	<ol style="list-style-type: none"> <li>4. Identify and invite participants, clearly articulating profile of institution as well as of the specific participants that should attend.</li> <li>5. Clearly define purpose of workshops to build capacities and foster financial services to bio-businesses</li> <li>6. Prepare and deliver content in a compelling and clear format</li> <li>7. Coordinate with sustainability/ financial teams to 1. Include experience exchange and 2. build their capacity for future implementation of similar workshops. The proposal may include a guideline for future similar workshop implementation.</li> <li>8. Analyze and document results, lessons and recommendations from workshops</li> </ol>
9. Adding value to Components 1 and 2	<ol style="list-style-type: none"> <li>10. Identify synergies and coordinate constantly with the executing agency undergoing Components 1 and 2.</li> <li>11. b. Gather and share knowledge with all stakeholders in the CT and the IDB Group.</li> </ol>

## 5. Expected Deliverables, timeline, and payments.

Deliverable	Description	Deadline	Payment
<b>Component 1</b>			
Deliverable 1	Detailed work plan and description of the timeline and methodology to be followed to achieve the proposed deliverables.	Three (3) weeks after the date of signature of the contract.	10%
Deliverable 2	Pilots Report: including all relevant data sets (excel); and visual presentation (in PowerPoint file) with key findings for each pilot; and recommendations. The nature of the final product will be discussed and defined with the consultants, and may include a dashboard, report and/or dissemination event.	Six (6) months after the date of signature of the contract.	30%
Deliverable 3	Workshop Reports: including all outreach and dissemination efforts, content developed and delivered at the workshops; participants list; and results and recommendations from the workshops	Twelve (12) months after the date of signature of the contract.	30%
Deliverable 4	Monitoring report with results of implementation and lessons learned. The consulting firm may be required to participate in monitoring calls for following-up on pilot implementation .	Eighteen (18) months after the date of signature of the contract.	30%

5.1. Note: no acquisition of goods is expected for this consultancy.

## **6. Reporting Requirements**

- 6.1. Deliverables should be sent at the specific dates outlined above no later than 18:00 (Washington, D.C time). These should be prepared in English or Spanish as agreed with project team and delivered in an editable format. All materials for workshops should be delivered to the IDB team 5 days in advance for review.

## **7. Acceptance Criteria**

- 7.1. The deliverables will be accepted given they meet the quality criteria set during the planification stages of this consultancy.

## **8. Other Requirements**

- 8.1. Access to IDB data, reports, internal documents, etc., or other requests such as arrangement of internal meetings withing IDB will be organized and authorized exclusively by INT/INT.

## **9. Supervision and Reporting**

- 9.1. This consultancy will be under the supervision of Francisco Hugo Estrazulas De Souza (INT/TIN), Team Leader; and Sebastián Gonzalez Saldarriaga (INT/RIU), Alternate Team Leader.

## **10. Schedule of Payments**

- 10.1. Payment terms will be based on the Payment Schedule (below), which considers the three deliverables in addition to an initial upfront payment.
- 10.2. The IDB Official Exchange Rate indicated in the RFP will be applied for necessary conversions of local currency payments.