**BUSINESS CONSULTANT TERMS OF REFERENCES**

**Organization of the online B2B mission (sessions) with the Chinese business sector representatives (retailers, associations, big chain buyers/individual shops) for at least 8 Ukrainian SMEs representing agriculture and food industry during June – August 2020**

**Company size:** Small or medium consulting companies specializing in agro/food industry B2B trade with an excellent understanding of the Ukrainian and Chinese market

**Location:** Ukraine or China (or other neighbor countries in the region);

**Experience and requirements:**

* 5+ years of operations. Successfully implemented projects with the industries for the activity
* Strong understanding of the Ukrainian and Chinese agro/food industry market
* Diverse contacts database within the Chinese retailers, associations, big chain buyers/individual shops including special designated associations
* Ability to ensure and properly moderate the B2B sessions through WeChat
* Ability to secure proper translation from Ukrainian into Chinese or engage a designated translator
* Proven track record of successful cases of working with Ukrainian companies is preferable
* Capable to obtain payment from NGO located in Ukraine
* Has strong business contacts in private sector