

REQUEST FOR CURRICULUM VITAE

CONSULTANCY FOR TWO (2) IN-MARKET BROKERS TO GENERATE QUALIFIED LEADS IN NORTH AMERICA FOR JAMAICAN TECH FIRMS PARTICIPATING IN THE TECHNOLOGY INNOVATION DISTRICT (TID) ACCELERATOR PROJECT

The Government of Jamaica through its agency, JAMPRO, 18 Trafalgar Road, Kingston 10, invites expressions of interest from suitable **qualified individuals** to submit CVs for Individual Consultancy Services in the capacity of In-Market Broker for the Global Services Sector in Jamaica.

JAMPRO, has received funding from the Inter-American Development Bank (IDB) and is applying a part of the proceeds to this procurement activity.

Procurement Entity:	Jamaica Promotions Corporation (JAMPRO)
Project #:	JA-L1079
Project Name:	Skills Development for Global Services Sector
Sector:	Global Services Sector
Duration:	5 months

OBJECTIVES OF THE CONSULTANCY

The objective of this consultancy is to engage two In-Tech Market Tech Brokers who will support the TID Accelerator Project by establishing new and sustainable relationships with buyers in the targeted regions of North America's Tech sector and coordinating business matching meetings. It is expected that there will be:

- Forging of stronger relationships with technology firms and prospective clients in the targeted region's market.
- Exposure of the participating Jamaican firms to buyers to help them grow their export of services.
- A minimum of 10 B2B meetings facilitated with key buyers per firm for each engagement.
- A greater understanding of the market needs to sharpen export strategies.

QUALIFICATION AND EXPERIENCE

The Consultant is expected to have:

- o A degree in marketing, business development, international business or a business discipline related to the project.
- o Demonstrated expertise in the gathering and analysis of market intelligence in the target sector.
- o Minimum of 5 years of knowledge & experience in tech/digital company lead generation which results in successful business matchmaking between buyers and sellers of tech/digital services.
- o Expert knowledge of start-up development, customer development, market expansion, venture financing, acceleration of tech firms, technological know-how.
- o Demonstrated experience in facilitating business matches with tech service buyers.
- o Demonstrated experience in conducting lead generation, prospecting, and qualifying new clients. Specific experience in the targeted regions would be an asset.

The individual Consultant will be selected based on Comparison of Qualifications of National Individuals (QCNI) methodology, 3 CVs and procedures as set out in the IDB policy (GN-2350-9).

Further information can be obtained at the address below:

**Procurement Specialist
Global Services Sector Project
Jamaica Promotions Corporation (JAMPRO)
18 Trafalgar Road
Kingston 10
E-mail: gssprocurement@jamprocorp.com**

Interested persons should forward their applications and Curriculum Vitae on or before **September 4, 2023** to the email address gssprocurement@jamprocorp.com.

**We extend our appreciation to all applicants. However only shorted listed applicants will be contacted.
The Jamaica Promotions Corporation reserves the right to withdraw this invitation or reject any or all CVs at its discretion.**