26th July 2018



IESP Panel of Enterprise Development Specialists

Project Preparation Trust of KZN (PPT) seeks motivated and self-managing enterprise development specialists for its Informal Economy Support Programme (IESP) in eThekwini. The IESP supports selected, high potential micro and informal enterprises (MIEs) in order to stimulate business growth and job creation. The IESP, which is co-funded by the Jobs Fund, eThekwini and the Department of Small Business Development, is now in its second, up-scaled phase following a successful pilot phase. Please refer to PPT's website for more information and in particular to the dedicated programme page pertaining to the IESP available here: http://www.pptrust.org.za/programmes-and-projects/ethekwini-micro-enterprise-support/.

Panel specialists will provide various specific business support services to selected MIEs in their capacity as independent contractors. Their services will be in terms of a business development plan agreed with each selected MIE and to a maximum rand value / time input. MIEs will have access to the panel's contact details should they require further services beyond those which are funded by the IESP. Panel specialists need to be able to work effectively with entrepreneurs and their employees as well with as government personnel and PPT team members. Fluency in isiZulu is an advantage but is not essential.

Responsibilities:

- Provide specified business development support to micro and informal enterprises, within a specified scope, cost
 and time envelope, and a view to business enhancement/expansion and the creation of new permanent jobs
 (which is the primary objective and measure of success). Specific areas of specialization may include (but are not
 limited to) those listed in the table. [Please indicate those areas in which you specialise.]
- Work closely with internal PPT personnel and other panel specialists.
- Provide high quality reports on work undertaken.

How to join the panel: Please email a short motivation which lists your specific areas of specialisation along with a CV with contactable referees, the completed table of specialisations below, and copies of educational qualifications to info@pptrust.co.za by 10th August 2018. You must specify your hourly charge-out rate (noting that PPT is a registered non-profit organisation which services the poor). Only selected specialists that meet our IESP requirements will be contacted and added to the panel. PPT reserves the right not to appoint anyone to this panel.

Name: Date:	
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	Business Specialization	Yes/No	No. years' Practical Experience
1	Business assessment / diagnosis and business development plans		
2	Profitability and cash-flow analysis		
3	Bookkeeping (manual and/or electronic such as Pastel/QuickBooks)		
4	Record -keeping e.g. stock management and control, order books etc.		
5	Markets and selling:		
5a	Identifying and accessing new markets,		
5b	Establishing new business collaborations		
5c	Marketing / advertising materials		
6	Human resources management and compliance		
7	Product/service and production (e.g. refinement, re-development, differentiation, improved manufacturing methods) — specify products/service with specialisation (e.g. steel, textiles, crafts, manufacturing etc.)		
7a	Product service type 1 (specify):		
7b	Product service type 2 (specify):		
7c	Product service type 3 (specify):		
8	Logistics (e.g. bulk ordering from wholesalers, shared transport to market)		
9	Legal and compliance (e.g. tax, VAT, health safety, labour)		
10	Procurement (e.g. raw materials/input services)		
11	Tendering and bidding		
12	Workspace access and optimisation (e.g. machine layout)		
13	Accessing finance		
14	Business coaching		
12	IT and website development		
13	Other specialisations (specify):		
	Specify:		