



Programme co-funded by the
EUROPEAN UNION

INACT: AN INTEGRATED APPROACH FOR PROMOTING CROSS- BORDER BUSINESS AND DEVELOPMENT

GREECE-ALBANIA IPA CROSS BORDER PROGRAMME 2007-2013

**Call for Experts for implementing activities for the “INACT:
AN INTEGRATED APPROACH FOR PROMOTING CROSS-BORDER BUSINESS AND
DEVELOPMENT” project, approved by the GREECE-ALBANIA IPA CROSS BORDER
PROGRAMME 2007-2013**



University of Thessaly

**South East European Development Center
(SEED)**

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**Call for Experts for implementing activities for the “INACT:
AN INTEGRATED APPROACH FOR PROMOTING CROSS-BORDER BUSINESS AND DEVELOPMENT”
project, approved by the GREECE-ALBANIA IPA CROSS BORDER PROGRAMME 2007-2013**

The deadline for receipt of the applications is 21st of November, 2014.

Posted by the South and East European Development Center (SEED), Department of Planning and Regional development, University of Thessaly, Greece.

Background

The South and East European Development Center (SEED), was established in 1998 as an interdisciplinary research and policy analysis Center at the Department of Planning and Regional Development (DPRD), University of Thessaly, Greece. The Center intends to contribute to the design, analysis, and evaluation of development policies applied to the less advanced regions of Europe. SEED is actively seeking to contribute through research and policy analysis to the solution of specific economic, structural, and spatial development problems in the European South and East that often escape the attention of scientific and applied research.

Currently, SEED is implementing as a lead partner the project titled: **“INACT: AN INTEGRATED APPROACH FOR PROMOTING CROSS-BORDER BUSINESS AND DEVELOPMENT”**, which was approved by the Community Initiative: *GREECE-ALBANIA IPA CROSS BORDER PROGRAMME 2007-2013*. The project activities will be implemented during the period: March 2014 - February 2016.



Brief History of the Project

The border region in the Greek-Albanian frontier is characterized by relatively low development levels, weak and vulnerable productive structure, peripheral position with respect to national and European networks and limited competitiveness in international markets. The promotion of cross border entrepreneurship requires multi-stakeholder coordination, clear goals and refined business action plan that will ensure the active participation of key actors from both sides of the border.

Even though some initiatives have been taken place in the past, cross-border business and development cooperation is still in early stages with limited coordination between stakeholders and limited benefits for both sides of borders. The two sides of the borders have not been able to develop strong and long term linkages and interactions with each other based on mutual proximity, existing specializations and comparative advantages and common objectives that would generate benefits to the regional economies counterbalancing the unfavorable effects of structure and geography. The project proposal benefiting from earlier efforts and initiatives builds a more integrated, systematic and long term approach to cross-border cooperation promoting cross border entrepreneurship.

Objectives of the Project

This project promotes a targeted and tailored-made integrated Action Plan for Business and Development of the cross border regions of Greece and Albania, which has three important key elements:

- (a) it aims to strengthen the competitiveness of the border area within a rapidly changing geography of entrepreneurship and growth in Europe;
- (b) it seeks enhancement of cross-border economic development focusing on the promotion of entrepreneurship and utilizing the existing potential and emerging opportunities; and
- (c) it is based on multi-stakeholder cooperation aiming to meet the aspirations and the needs of the entrepreneurs of cross border regions.

Particular emphasis will be placed on business co-operation, the comparative advantages of the border region, and the potential of diaspora and social networks. This integrated Action Plan for Business and Development of cross border regions of Greece and Albania envisages cross-border regions as regions with common social, cultural and economic characteristics and seeks the appropriate set of policies and actions that will serve the following interrelated goals: promoting cross-border entrepreneurial ideas, creativity and activity; improving the innovative characteristics of local business; improving understanding of common economic problems.

The SEED Center is looking for two experts in order to implement certain activities of the “INACT: AN INTEGRATED APPROACH FOR PROMOTING CROSS-BORDER BUSINESS AND DEVELOPMENT” project.

More specifically, the SEED center is looking for experts to contribute to the activities of the project's work packages 3, and 6. It is imperative for the applicants to speak fluently English. There will be a fixed term contract for the period September 2014-August 2015.



A. External Expert' Position Number 1.

Job Descriptions/ Scope of the work

The expert in cooperation with the SEED-Team is expected to contribute in carrying out the following activity:

WP 3	Strategic Action Plan for Cross-Border Business and Development
Action 3.1	Create a database of existing development proposals
Deliverable 3.1.1.	1 Database with the existing development proposals

The successful external expert applicant will work with the scientific team of INACT project at the University of Thessaly towards achieving the goals of WP3, Activity 3.1. More specifically, the aim of this action is to construct a database of existing development plans and/or development project proposals, which have been submitted over the last ten years from different authorities for funding but have not been financed for implementation; in other words, they have not been successful.

The input database information will be gathered from regional authorities of the INACT project territories (Greek Project Territory) such as regional authorities, municipalities and development agencies. The database will include information such as: project titles, priority axis, measures, a brief description of each project, information on the project beneficiary, location, budget, time table of implementation, outputs, project impact, project output indicators, and project result indicators.

This database shall supply the UTH – team with data and indicators in the field of territorial development needed for policy formulation - application at different geographical levels. By doing so, the project database shall contribute to better understanding of territorial structures and needs in relation to regional and local development within a large variety of themes. The projects will be evaluated by the UTH team and priority will be given to projects that can potentially provide development in the context of Cross Border Business. The information that will stem from this database will serve as a useful tool for identifying the needs of the territories, and the information provided will be used by the UTH team to develop a new strategic plan for Cross-Border Business and Development.

Deliverables:

Deliverable 3.1.1.	1 Database with the existing development proposals: The database will include: project titles, priority axis, measures, a brief description of each project, information on the project beneficiary, location, budget, time table of implementation, outputs, impact, output indicators, and result indicators.
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Required Skills and Experience (*)

Education

- University Degree in any discipline i.e. economics, engineering or social sciences or any other related applied sciences.
- Master's Degree in any discipline i.e. economics, engineering or social sciences or any other related applied sciences. (Strong advantage will be if specialization exists in Sustainable Development or Regional Development).

Experience

- Experience in implementing and coordinating Cross-Border projects.
- Experience in implementing national development projects
- Previous experience with national or international development agencies will be a strong advantage.
- Experience in planning and management of Integrated Operational Programs (priority axis, measures, interventions, time scheduling, outputs / impact / results indicators)
- Involvement in territorial cooperation related projects.
- Previous experience in codification, classification, categorization of development projects' data, will be a strong advantage

Language requirements

- Fluency in speaking, reading and writing Greek and English is required.

Interview

- All the applicants will be interviewed at a date set by the members of SEED-UTH, and they will be informed of the date, time and place.

Other Requirements:

- Advanced IT skills are welcomed.
- Ability to work effectively.
- Strong communication skills and cooperation skills;
- Have excellent analytical skills;
- Working in Teams

() In case of a legal person, the Required Skills and Experience should be covered by at least one of its executives.*

Equal Opportunities

Equal opportunities policy without distinction on the grounds of sex, racial or ethnic origin, religion or belief, disability, age or sexual orientation will be applied.

Location and duration

The services by the successful external expert applicant will be executed under the guidance and coordination of the SEED-UTH Team. Most of the services listed above, will take place across the Greek Project Territory. The time length of the Contract spans to a nine (9) month period after the contract has been signed.



Contract

There will be a fixed term contract for the period December 1, 2014-August 31, 2015. The total amount of money available in order to complete the above activities comes to seven thousand and five hundred Euros (7.500,00) € VAT included. Travels and accommodation expenses for the successful external expert applicant have to be considered within their contract agreement budget. Hence, travel and accommodation costs will be covered by the successful external expert applicant.

1. Evaluation Criteria

- Adequacy of the Decrees (30 points)
- English Language level (15)
- Work Experience in the field (40 points)
- Interview (15 points)

2. Procedure of applying

If you are interested in this contract (legal or physical entities), you should submit the **required documents** mentioned below either by post or by courier not later than **21/11/2014**, in which case the evidence of the date of dispatch shall be constituted by the postmark or the date of the deposit slip, to the following address:

Dr. Ageliki Anagnostou
 Department of Planning and Regional Development
 University of Thessaly
 Pedion Areos, TK 38334
 Volos, Greece
 Tel. +30 24210 74596
 Fax. +30 24210 74385
 E-mail: aganag@uth.gr

Required documentation:

- An detailed CV of the Applicant
- Degrees/Certificates, prior working experience certificates. Genuine copies and official translations of originals will be submitted by applicants before their final selection for the recruitment of the SEED. Failure to submit genuine copies of the originals shall automatically mean the rejection of the candidate.
- The name, current position, and relationship to the applicant, of one referee

All candidate external experts (legal or physical entities) must sent the expression of interest together with all supporting documents **by post (registered post or courier) not later than 21st of November, 2014.**

For further information please contact: Dr. Ageliki Anagnostou at +302421074596, email: aganag@uth.gr.



B. External Expert' Position Number 2.

Job Descriptions/ Scope of the work

The expert in cooperation with the SEED- Team is expected to contribute in carrying out the following activity:

WP 6	Branding Places and Products: A Pilot Local Quality Initiative in Border Regions
Action 6.1	Identify and assess key CB brand products associated with the CB region's profile
Deliverable 6.1.2.	Blue Book -Road map with procedures and steps required to brand products and places with cross border character

The successful external expert applicant will work with the scientific team of INACT project at the University of Thessaly towards achieving the goals of WP6, Activity 6.1. More specifically, the aim of this action is:

- to record the valid Quality Management Systems – Standards, applied in accordance with the existing Greek and European legislation, as well as the valid Local Quality Marks where they exist;
- to describe the preconditions and requirements for brand selected products and places with cross border character, which will contribute to strengthening the sound entrepreneurship and increasing the extroversion and competitiveness of enterprises in the cross border economic space;

Deliverable 6.1.2.	Blue Book -Road map with procedures and steps required to brand products and places with cross border character
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Required Skills and Experience (*)

Education

- University Degree in any discipline i.e. economics, engineering or social sciences or any other related applied sciences.
- Master's Degree in any discipline i.e. economics, engineering or social sciences or any other related applied sciences. (Strong advantage will be if specialization exists in Sustainable Development or Regional Development).

Experience

- Experience in study of quality management systems.
- Experience in Local Sustainable Development Plans
- Involvement in territorial cooperation related projects. Previous experience in Promotion of Standardization, Certification, Verification of Market within Inter-Regional Areas of INTERREG Community Initiative, will be a strong advantage.



Language requirements

- Fluency in speaking, reading and writing Greek and English is required.

Interview

- All the applicants will be interviewed at a date set by the members of SEED-UTH, and they will be informed of the date, time and place.

Other Requirements:

- Advanced IT skills are welcomed.
- Ability to work effectively.
- Strong communication skills and cooperation skills;
- Have excellent analytical skills;
- Working in Teams

() In case of a legal person, the Required Skills and Experience should be covered by at least one of its executives.*

Equal Opportunities

Equal opportunities policy without distinction on the grounds of sex, racial or ethnic origin, religion or belief, disability, age or sexual orientation will be applied.

Location and duration

The services by the successful external expert applicant will be executed under the guidance and coordination of the SEED-UTH Team. Most of the services listed above, will take place across the Greek Project Territory. The time length of the Contract spans to a nine (9) month period after the contract has been signed.

Contract

There will be a fixed term contract for the period December 1, 2014-August 31, 2015. The total amount of money available in order to complete the above activities comes to six thousands and five hundred Euros (6.500,00) € VAT included. Travels and accommodation expenses for the successful external expert applicant have to be considered within their contract agreement budget. Hence, travel and accommodation costs will be covered by the successful external expert applicant.

3. Evaluation Criteria

- Adequacy of the Decrees (30 points)
- English Language level (15)
- Work Experience in the field (40 points)
- Interview (15 points)

4. Procedure of applying

If you are interested in this contract (legal or physical entities), you should submit the **required documents** mentioned below either by post or by courier not later than **21st of November, 2014**, in which case the evidence of the date of dispatch shall be constituted by the postmark or the date of the deposit slip, to the following address:



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The President of the Research Committee

Professor Mamuris Zissis