



REQUEST FOR EXPRESSION OF INTEREST (EOI)

Consultancy: To develop a High-Level Executive Summary for the EAC Fish Market Study

Project: Women and Youth Empowerment in East African Fisheries and Market Access (WYEEFIMA)

1. The Assignment

Kilimo Trust invites Expressions of Interest (EOI) from exceptional individual consultants or consulting firms with a proven track record in high-level strategy, research communication, and executive reporting to lead the development of a high-impact executive summary report. This consultancy is a strategic assignment aimed at synthesizing complex market study data into actionable insights for high-level stakeholders, including regional policymakers, development partners, and private sector actors engaged in the East African fisheries sector.

2. About Kilimo Trust

Kilimo Trust (KT) is an independent regional agricultural development organization working to advance agriculture-for-development across the East African Community (EAC) region. Headquartered in Uganda, KT operates across all EAC Partner States.

Our core mission is to drive inclusive and sustainable transformation of food and nutrition security by shifting systems from high-risk subsistence farming to resilient, trade-driven agricultural value chains.

Kilimo Trust is implementing the WYEEFIMA Project—a flagship initiative promoting inclusive and sustainable fisheries markets in East Africa with a strong focus on youth and women employment.

3. Scope of Work and Deliverables

The consultant will work at the intersection of research, policy, and strategy to produce a compelling, data-driven executive summary that informs regional decision-making and investment.

Key Responsibilities:

- a) Review the approved Terms of Reference for the EAC Fish Market Study and identify any gaps or data points essential for a high-level strategic summary.
- b) Critically examine the literature review and preliminary study reports, synthesizing key findings and data relevant to regional fisheries market dynamics.
- c) Collaborate with the study's lead consultant, Kilimo Trust's data management team, and key stakeholders to ensure robust analysis and alignment of insights.
- d) Draft and deliver a high-level executive summary in both narrative and slide-deck format for review by the WYEEFIMA project team.
- e) Incorporate stakeholder feedback and finalize a polished slide presentation (25-40 slides) optimized for senior decision-makers, investors, and development partners.

4. Consultant Profile – Who We're Looking For

We are seeking a consultant or team that can combine analytical rigor, strategic thinking, and storytelling excellence to deliver a concise, high-level report with regional impact.

Required Qualifications:

- Master's degree in applied economics, Statistics, Agricultural Economics, or Rural and Natural Resource Economics.
- A PhD in any of the above fields will be an added advantage.

- At least 10 years of demonstrable experience in agriculture or market systems research and/or strategy consulting, with exposure to African or global food systems.
 - Exceptional skill in synthesizing complex data into clear, compelling executive narratives.
 - Prior experience producing high-level reports or investment cases for governments, development institutions, or C-suite stakeholders.
 - Familiarity with the East African agricultural, fisheries, or trade ecosystem is a strong asset.
 - Background in top-tier consulting (e.g., McKinsey, BCG, Dalberg, etc.) will be considered a significant advantage.
5. Why This Assignment Matters
- Strategic Visibility: Your work will directly inform decisions at regional and continental levels, influencing policy, investment, and implementation.
 - Regional Impact: Contribute to building inclusive, sustainable, and trade-driven fisheries value chains across East Africa.
 - Multi-Stakeholder Collaboration: Engage with regional experts, policymakers, development agencies, and private sector leaders.
6. Application Process
- Interested consultants or firms should submit the following to recruitment@kilimotrust.org by 28th April 2025 by 1700hrs (EAT):
- A brief Expression of Interest (max 2 pages)
 - CV or company profile outlining relevant experience
 - Financial proposal (inclusive of all costs)
 - Two references or links to previous related assignments
 - Duration: 5 days