

REQUEST FOR EXPRESSIONS OF INTEREST (INDIVIDUAL CONSULTANTS)

LAO PEOPLE'S DEMOCRATIC REPUBLIC

MINISTRY OF INDUSTRY AND COMMERCE

National Implementation Unit

Second Lao PDR Competitiveness and Trade Project (LCTP 2) (P512702)

Private Sector Development Consultant

Lao Business Forum (LBF)

(Ref. No. B2.1)



The Ministry of Industry and Commerce (MOIC) of the Government of Lao PDR has received a grant from Australia's Department of Foreign Affairs and Trade (DFAT) through the Umbrella Facility for Trade Multi-Donor Trust Fund 2.0, administered by the World Bank, toward the cost of the Second Lao PDR Competitiveness and Trade Project (LCTP 2), and intends to apply part of the proceeds for consulting services.

The National Implementation Unit (NIU) is now seeking an experienced individual for the position of Private Sector Development Consultant. The objective of the assignment is to assist the Lao National Chamber of Commerce and Industry (LNCCI) in performing its core secretariat functions for the Lao Business Forum (LBF) and supporting the public-private dialogue process under the LBFs, thereby ensuring the relevance, efficiency, and effectiveness of the annual LBFs and their technical working groups in facilitating engagement between relevant ministerial agencies and sectoral business associations. Full Terms of Reference (TOR) for the assignment are attached to this request for expressions of interest.

The services of the Private Sector Development Consultant (PSDC) are required for a period of 32 months, starting in August 2026, on a full-time basis. The consultant will be based at the Lao National Chamber of Commerce and Industry (LNCCI) in Vientiane, Lao PDR and will work under the overall supervision of the LNCCI Secretary General. Full ToR can be accessed via this URL: <https://tinyurl.com/7cf2sm32>

To qualify for the assignment, a prospective candidate shall meet the following requirements:

- Minimum Master's Degree in Economics, Commercial Law, or Business Administration;
- At least eight (8) years of experience working for government agencies, private businesses, or donor-funded projects;
- Experience with Public-Private Dialogue mechanisms -- particularly in a management capacity -- would be a very strong asset;
- At least two similar assignments performed in the past for a government agency or donor institution is a strong asset;
- Good understanding of the operations and structure of the Lao government;
- Good knowledge of the operations of Lao private businesses and the issues they face;
- Strong interpersonal skills to facilitate dialogue with various government agencies and the private sector;
- Excellent command and presentation skills in both Lao and English.

The Consultant will be selected in accordance with the World Bank 'Procurement Regulations for IPF Borrowers', Sixth Edition, February 2025, under the Individual Consultant (IC) selection method. The attention of interested Consultants is drawn to paragraphs 3.13, 3.15 and 3.16 of the said Regulations, setting forth the World Bank's policy on conflict of interest.

Interested applicants should submit their applications and provide information indicating that they are qualified to perform the services (curriculum vitae with expression of interest and references). Expressions of interest must be delivered to the address below no later than **August 10, 2026, 16:00 hours (Vientiane time)** (submissions via email are also acceptable). Only short-listed candidates will be contacted.

Attn: Mr. Sengphanomchone Inthasane, Deputy Permanent Secretary, Project Director

CC: Ms. Sonevilay Pheangthavanh, Procurement Coordinator

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