

REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES – INDIVIDUAL CONSULTANT)

Republic of Serbia

**CATALYZING LONG TERM FINANCE THROUGH CAPITAL MARKET PROJECT
(CMDP)**

Project ID No. **P176069**

Assignment Title: Capital Market Training Consultant

Reference No. SER-CMDP-IC-CS-24-21

The Republic of Serbia has received a financing in the amount of US\$ 30,000,000 equivalent from the World Bank toward the cost of the CMDP Project, and it intends to apply part of the proceeds to payments for consulting services to be procured under this project.

A part of the Project funds is designated for services of Capital Market Training Consultant that will support realization of Project objectives planed in Component 2 – Corporate Bond Issuance.

The Capital Market Training Consultant's scope of work encompasses, but is not restricted to, the following:

- a) Development and delivery of comprehensive and highly specialized training programs tailored for potential Serbian corporate bond issuers covering different capital market products and, more specifically, the corporate bond issuance process. The curriculum needs to be aligned with industry standards, regulatory guidelines, and emerging market trends
- b) Engagement of participants through dynamic and interactive live training sessions. The consultant needs to go beyond imparting theoretical knowledge, actively facilitating practical understanding with real-world case studies to provide invaluable insights and hands-on experience. It is expected that training duration will be two theoretical/classroom days plus one practical day with an expected number of participants at each training being 20 (twenty)
 - a. Presentation of regulatory considerations and the critical importance of regulatory compliance in corporate bond issuance, needs to be a substantial portion of the training. This ensures that participants are thoroughly versed in navigating the complexities of compliance requirements
- c) Designing and conducting post-training survey for training participants measuring satisfaction with the training and the overall CBI Program

The Consultant assignment will be for a period ending with August 31, 2028 conclusively.

Required qualifications and skills:

- University degree in economics, finance, or accounting. Master's degree or higher will be considered as a distinct advantage

- Professional designations such as CFA (Chartered Financial Analyst) and/or FRM (Financial Risk Manager) will be considered as a distinct advantage
- Minimum of 10 years of dedicated teaching and curriculum development experience in the field of financial markets - dedicated trainings to corporate bond issuance would be an advantage
- Minimum of 5 years of relevant work experience as a manager and/or consultant in financial institutions (public or private)
- In-depth knowledge of financial markets, financial instruments (including derivatives), and financial institutions
- Significant experience within international financial organizations
- Advanced proficiency in investment analytical software, such as Bloomberg terminal, and trading software
- Strong presentation and communication skills, and excellent knowledge of written and spoken English
- Proven teamwork skills
- Ability to work under pressure and meet deadlines

The Central Fiduciary Unit (CFU) of the MoF now invites eligible Consultants to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services (scanned diplomas to be sent with CV).

The attention of interested Consultants is drawn to paragraph 3.16 and 3.17 of the *World Bank's Procurement Regulations for IPF Borrowers – Procurement in Investment Project Financing Goods, World, Non-Consulting and Consulting Services, July 2016, revised November 2017, August 2018 and November 2020* (“the Regulations”) setting forth the World Bank’s policy on conflict of interest.

A Consultant will be selected in accordance with the *Open Competitive Selection of Individual Consultants* as set out in the Regulations, article 7.36 and 7.37 "Open Competitive Selection of Individual Consultants".

The candidates will be evaluated applying the following evaluation criteria:

- Qualifications and General experience (40 Points)
- Specific Experience relevant to the Assignment (60 Points)

Further information can be obtained at the address below during office hours 09:00 to 15:00 hours. Expressions of interest, presenting fulfilment of shortlisting criteria, in English language must be delivered in a written form to the e-mail addresses below, by **May 15, 2024, 12:00 hours, noon, local time**.

| Contact: | E-mail: | Address: |
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| To: | zorica.petrovic@mfin.gov.rs Ms. Zorica Petrovic Procurement Specialist | Ministry of Finance Central Fiduciary Unit Balkanska 53, 11000 Belgrade, Serbia |

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