

**CALL FOR EXPRESSION OF INTEREST FOR CONSULTANTS
TO PARTICIPATE IN THE UNDP SUPPLIER DEVELOPMENT PROGRAMME TRAINING IN
THE COPPERBELT / ZAMBIA**

The UNDP Zambia is inviting consultants and technical experts to express their interest in participating in the **Supplier Development Programme Training in the Copperbelt, Zambia.**

Background

UNDP is implementing a programme aimed at building the competitiveness of MSMEs through business development services, including skills development, whilst facilitating finance and market access. The Strengthening Productive Capacities of Micro, Small and Medium Enterprises (MSMEs) through the Supplier Development Programme (SDP) is supporting the creation of market-driven opportunities for MSMEs through the UNDP's innovative Suppliers Development Methodology (SDM) while connecting essential small-scale producers (suppliers) to larger local and regional markets. It is also enhancing the in-country entrepreneurial ecosystem, encouraging innovation and creating employment, in line with Zambia's Economic Transformation and Job Creation Agenda. The programme is catalyzing trade facilitation, increasing investments, value addition, value chain development and supporting the diversification of goods and services.

UNDP Zambia has been supporting the adoption of the SDP as a strategic tool to strengthen local productive capacities and promote inclusive economic growth. In 2025, UNDP Zambia successfully delivered a first SDP training programme, building an initial cohort of trained consultants and laying the foundations for operational deployment of the methodology in the country. Building on this investment, UNDP is currently implementing a pilot SDP intervention in the Copperbelt, with Artisanal and Small-Scale Mining (ASM) operators and Women in Mining suppliers.

At the same time, Zambia is entering a new phase of Mining Local Content implementation, with increasing engagement from large mining companies and public institutions to strengthen linkages with local suppliers. In this context, there is a growing demand for a larger pool of accredited SDP consultants based in the Copperbelt and adjacent mining regions, to support the scaling-up of SDP interventions in the Copperbelt and North-Western Province including supplier development partnerships linked to large anchor mining operations. Given the programme's field-based advisory model, cultural familiarity and the ability to interact with enterprises within their local contexts are important for strengthening trust and facilitating enterprise upgrading.

Methodology

The SDP Training will adopt an **intensive, blended, practice-oriented learning approach** delivered through four-day in-person modules combined with guided field applications. The training combines in-person sessions in the Copperbelt and North-Western Province with guided exercises and virtual support through the Moodle learning platform, linking theoretical grounding with hands-on implementation.

Each participant will have to apply SDP tools with a **pilot company**, conduct diagnostics, engage directly with business managers, and co-develop actionable supplier upgrading strategies. This applied learning component is central to the programme and will build on lessons learned from the 2025/2026 pilot on the Copperbelt. The learning process is reinforced through guided exercises, case study analysis, group discussions, and peer-to-peer feedback, ensuring that participants can navigate real-life operational challenges. Training sessions are designed to be dynamic and participatory, incorporating practical tools, business scenarios, and role-play simulations that mirror consulting experiences in mining supply chains.

Between the **in-person sessions, virtual mentoring and coaching** will be provided to consolidate knowledge, address challenges encountered in the field and allow for reflection and adaptation. Participants will receive continuous support from both national and international trainers, who will review assignments and provide targeted feedback. The Moodle digital learning platform will facilitate the sharing of training materials, assignments, and ongoing communication throughout the programme. This methodology ensures that consultants not only internalize the SDP framework, but also demonstrate the capacity to apply it effectively within the operational context of Zambia's mining sector, supporting scale-up with companies such as Mopani and other anchor mining enterprises.

Course Structure

Over approximately 4-5 months, participants will engage in three structured in-person sessions: 2 sessions in the Copperbelt and 1 middle session in the North-Western Province.

They will cover:

- The full SDP methodology and its six implementation stages;
- Hands-on use of SDP analytical tools and instruments;
- Practical application through real-life mining and supplier development case studies;
- International best practices and lessons learned from SDP implementation in Zambia and other countries.

Between sessions, participants will receive continuous virtual support focused on problem-solving and application of tools in real contexts. This approach will reinforce learning while generating early contributions to the ongoing mining supplier pilot and future scale-up initiatives.

The proposed timeline for the training is as follows:

Phase	Activity	Timing
Session 1	In-person training – Copperbelt	May 2026
Session 2	In-person training – North-Western Province	June 2026
Session 3	In-person training – Copperbelt	July 2026
Certification	Final assessments and certification	July – Aug 2026

Required Skills and Experience

This training targets experienced business development practitioners and technical specialists who will support the operational rollout of SDP interventions in mining-related value chains. To be part of this program, candidates must demonstrate the following:

- A university degree (minimum Bachelor’s level) in economics, business administration, engineering, supply chain management, mining-related disciplines, or other relevant fields;
- Priority will be given to candidates with advanced studies or professional certifications in SME development, supplier development, value chain development, quality assurance, or procurement;
- A minimum of three (3) years of professional experience working with MSMEs or local suppliers, including experience in business development services, value chain support, and/or supplier–buyer relationships;
- At least two (2) years of experience as a business consultant or in the implementation of development programmes or private sector projects;
- Priority will be given to candidates with experience in procurement, supply chain management, local content implementation, or B2B relationships, particularly in the mining, manufacturing, engineering services, agri-business or industrial sectors;
- Proficiency in English, both written and spoken;
- Ability to communicate in local languages spoken in the Copperbelt and North-Western Province, particularly Kaonde and Luvale, will be considered a strong asset to support effective engagement with local MSMEs and suppliers during field implementation;
- Strong digital skills, including effective use of virtual learning platforms (including Moodle), standard office software, and online collaboration tools;

- Full availability to participate in all in-person and virtual training sessions and to complete the applied field assignment with a pilot supplier.

Final selection will be carried out by UNDP Zambia Country Office ensuring gender balance, regional representation, and alignment with the strategic objectives of the SDP scale-up.

Registration and Selection Process

- The candidates must complete their resumes (personal information, education, experience, and accomplishments) on the following link: <https://docs.google.com/forms/d/e/1FAIpQLScrEuVm0Jb0eCU9eOi0VDccV8LGZNbEJ1ejM2znwUV4I97rRw/viewform?usp=dialog> by the **23rd of March 2026 at 12PM**. Applications sent after this date will not be considered.
- The selection process to participate in the training will be done in 3 steps:
 1. Evaluation of the **completed profiles** of the applicants on the platform.
 2. The candidates with a completed profile will be invited to take a **knowledge test** in the areas of accounting-finance, marketing, productivity, quality, and consulting skills.
 3. Candidates with a test score above 70% shall be invited to participate in a **virtual interview**.

The evaluation of the applicants will be done by a selection committee, composed of a national and international expert on the Supplier Development Methodology and UNDP the Inclusive Growth Unit.

- The training will consist of 3 in-person sessions of 4 days each, and 1 weekly virtual mentoring meeting over a period of 5 months starting in the 1st week of May 2026. At the end of the training, participants must also pass a final exam.
- Full participation is required to qualify for the final exam.
- Those who successfully complete the training will be included in the “Supplier Development Programme” Roster of Consultants of UNDP Zambia, which will give them the opportunity, upon request, availability, and financial offer, to be engaged in the project implementation as Individual Consultants.

Selected participants will be required to formally confirm their availability for all training components and complete the participation contribution prior to programme commencement.