EXPERT - WEST AFRICAN BUSINESS AND ECONOMY
Grade A4 (or equivalent)
Sahel and West Africa Club

This post is open to nationals from OECD and West African countries.

Two-year contract (renewable).

The Sahel and West Africa Club of the OECD is looking for an expert to lead a research-action programme on the competitiveness of West African economies and enterprises with respect to regional and international markets. In-depth understanding of the business sector and critical structural determinants of the West African economy along with regional economic integration dynamics is essential.

The Club Secretariat has adopted a proactive approach based on prospective studies. Club actions are supported by analytical tools such as spatial economics and the behavioural strategies of actors in the field. The following elements of competitiveness have already been identified:

- factors related to the enabling environment (making economic areas viable) such as the quality of infrastructures, the visibility of economic opportunities, the cost of factors of production, innovation, transfer of technology, the availability and quality of services to enterprises, etc.;
- ease of external market access for business sector;
- companies’ capacity to anticipate business opportunities;
- regional companies’ capacity to compete on regional and domestic markets.

A concept note on the competitiveness of West African economies is available in French and in English on the Club’s website: http://www.oecd.org/sah.

The job.....

1. Analyse West African economic networks and activities focusing on the quality of the macro-, meso- and micro- environment which conditions the survival and prosperity of enterprises.

2. Provide guidance for developing techniques for analysing economic areas, including their potentiality in order to assess the economic areas based on comparative advantages.

3. Lead a team of consultants to work on certain essential functions (e.g. acquisition of factors of production, the access to services (purchasing, accounting, management, financing, studies, marketing etc.), development of production capacities and processes.

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4. Analyse and synthesise an important amount of data and results from studies in language that non-technical audiences can understand. Draft information notes for various groups such as experts, entrepreneurs, as well as civil servants and decision-makers of both West Africa and the OECD countries.

5. Work efficiently in multicultural groups taking a multi-disciplinary and spatial approach to problems. Be attentive to field level realities, e.g. listen to producers, traders, entrepreneurs, transporters, etc.

6. Plan, co-ordinate, and supervise operational research projects carried out by consultants as well as consultation processes with the various Club partners.

**The person we are looking for should have...**

1. An advanced university degree in economics and/or in business management (e.g. MBA) associated with eight to ten years' experience with macro-, meso- or micro-analysis of constraints facing the business sector and with processes for building up an area's economic networks and activities. Substantial field experience in Africa, preferably in West Africa is essential.

2. Knowledge of the main structural determinants of the West African economy and potentially promising sectors and sub-sectors for West African economic competitiveness. Good understanding of how export markets function, and the impact of international rules and standards and OECD countries' policies on access to these markets.

3. Proven ability to supervise and motivate a multicultural team. Very good interpersonal skills. A sensitivity to cultural diversity and a capacity to motivate a group around common objectives despite cultural differences.

4. Ability to draft clear and concise documents for technical and non-technical audiences.

5. An excellent knowledge of one of the two official languages of the Organisation (English and French) and good working knowledge of the other.

N.B. The appointment may initially be made at the level immediately below if the qualifications and professional experience of the selected applicant correspond to that level; in this case, the duties and responsibilities assigned to the post will be adjusted accordingly.

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We are an equal opportunity employer and encourage applications from female candidates.

Applications (in English or French) from nationals of OECD Member countries should quote reference EXD/HRM/VAC(2003)047 and be sent via our on-line application form on [www.oecd.org](http://www.oecd.org) (click on recruitment) by 19th June 2003.

*Only candidates selected for interview will be contacted.*

*For more information on OECD and our recruitment, please see [www.oecd.org](http://www.oecd.org)*