



Terms Of Reference - Enterprise Enablers

About the Organization

Swasti, a part of the Catalyst Group, is headquartered in Bengaluru, India and active globally with a footprint in 30 countries, was founded in 2004. Swasti co-designs demonstrable and scalable solution models in partnership with communities on the ground and influences policies nationally and internationally. Over the past 15 years, Swasti has directly reached over 400,000 people through its initiatives, including more than 238,000 factory workers, the majority of whom are women.

For more information, visit <http://www.swasti.org>

About the Walmart Vriddhi project

Indian micro, small and medium-size enterprises (MSMEs) typically face challenges in the following areas: (i) supply chain efficiency and inventory management, (ii) technical and soft skills of the workforce, (iii) product marketing and go-to market strategy, (iv) meeting environment and compliance standards, (v) technological readiness, and (vi) limited access to financial and legal services.

The project will actively work with small and medium sized businesses to expand their capabilities through intensive training as well as advisory support. This is expected to improve the growth, competitiveness and profitability of MSMEs. It will prepare Indian small businesses to be part of Indian and global supply chains, and for both offline and online growth.

For more information, visit <http://www.walmartvridhi.org>

Scope of work

Responsible for managing and supporting the cluster team for the effective delivery of the designed training programs. Extending technical support and mentorship to the MSMEs and maintaining professional relationships with assigned MSMEs.

Functions	Results
MSME mobilisation	Organising awareness campaigns. Mapping out the MSMEs in the cluster. Ensure that the agreed number of MSMEs are mobilised for the training.
Relationship management	Maintain a strong relationship with MSMEs to understand emerging needs
Training needs analysis	Understand the individual MSME business Conduct a Training Needs Assessments and prescribe a preferred approach.

	Schedule/ administer appropriate training sessions.
Delivery of training	Ensure the delivery of training as per agreed timelines.
Business Consulting	Analyze and evaluate MSME requirements and challenges to recommend appropriate corrective strategies. Understand MSME pain points and facilitate the support systems required.
Networking/Partnerships	Identify potential partners and Subject matter experts to for the required support Networking with mentor volunteers and local service providers. Facilitating peer learning groups and platforms. Identifying and updating the available govt schemes to the MSMEs Maintaining relationship with with all stakeholders Institutionalising of partnerships.

Desired candidate profile	
Education	Master's degree or above in Business Management or similar subjects
Experience/ Skills Required	<ul style="list-style-type: none"> ● Minimum of 5+ years of experience in marketing / operations / financial management / consulting ● Excellent communication skills - both spoken and written ● Able to engage with participants, connect with them ● Excellent problem solving ability ● Creative and conceptual thinking abilities ● Cheerful and approachable personality ● Attention to detail ● Responsive and accountable attitude

Interested candidates please send your CVs to hr@cms-india.org with the subject of the email as <<Walmart Vriddhi - Enterprise Enablers>>