



Człowiek – najlepsza inwestycja

Re:start JOB SPECIFICATION

| | |
|----------------------|---|
| Position: | Foreign Expert |
| Function: | To work as a key member of the Project Team with specific responsibility for translating and adapting S. East England's Enterprise Hub (Innovation and Growth Team) methodology to W Pomerania. |
| Reporting to: | Re:Start Project Leader |

About Re:start

Re:start is a Innovative Transnational Project within the Polish Human Capital Programme. The delivery partners are the Polish Entrepreneurs Foundation www.pfp.com.pl and Oxford Innovation Ltd www.oxin.co.uk.

Although in Poland year by year more enterprises are registered - from 176,900 in 2003 up to 273,900 in 2007 (Chief Statistical Office *GUS* data), - the Polish economy is characterised by one of the lowest enterprise survival rates, with many businesses failing within a year of starting up. In a paper presented at the DRUID Summer Conference 2006, the Boston Consulting Group argued that companies established by re-starters, who have experience of both running a company and failure, grow more quickly and have a much higher survival rate. In Western Pomerania there are many business support programmes, but their offer is directed to two groups, existing entrepreneurs or individuals establishing companies for the first time, leaving the owner/managers of failed companies without any direct support.

Re:start addresses this gap in the market place. Its specific objectives are to:

increase the competences of the individuals whose companies have failed.

increase the competences of those working in business support organisations in providing services for re-starters.

increase the availability of high quality expert and mentor/manager services in W Pomerania for re-starters.

adapt S. East England's Enterprise Hub (Innovation and Growth Team) methodology for W Pomerania.

elaborate and test a lasting and inexpensive instrument based on the above methodology for the support of re-starters

propagate the instrument, once proved, in Poland and Great Britain.

Enterprise Hubs (EH) were first established by the South East England Regional Development Agency in 2000 and renamed Innovation and Growth Teams (IGT) in 2009. EHs/IGTs are a network of centres offering mentoring and consulting/advisory assistance by business professionals to innovative enterprises. Following a study undertaken in 2006/07, this instrument was one of three suggested by European Commission experts for implementation in West Pomerania as part the Regional Innovativeness Strategy. The value of EH/IGT methodology lies in its individual approach to each case and the use of experienced business mentors, all of whom have themselves faced the rewards and difficulties of starting and managing a small business.



**POLSKA FUNDACJA
PRZEDSIĘBIORCZOŚCI**

Job Profile

The Foreign Expert will be responsible for:

Phase I (March – September 2011) Development

conducting a workshop with the Working Group during which the idea, conditioning and results of EH/IGT activities will be specified in detail (scheduled for March in W Pomerania). (4 days)

hosting a study visit of the Working Group/Steering Committee to the UK (scheduled for early April).

analysing the barriers faced by and the needs of the project's beneficiaries

developing the terms and conditions that will apply to the business experts and mentors (3 days)

developing the strategy (6 days)

Phase II (September – November 2011) Implementation

conducting a workshop for the business experts. (4 days)

conducting a workshop for mentors. (4 days)

conducting a workshop for the employees of the enterprise centres – users of the instrument (4 days)

business consultancy for the business experts and mentors during the testing phase of the instrument (about 5 days)

advisory services concerning developing of the final instrument (6 days)

All communication will be in English.

Personal Profile

The successful candidate will be a team player with not less than 5 years recent experience of working closely with SMEs as a mentor/adviser. He/she will probably have started up and managed small businesses and must have a sympathetic understanding of the daily problems facing a young business.

He/she will have a good knowledge of the EH/IGT methodology and first-hand experience of managing EH/IGT centres.

He/she will have designed and delivered workshops on a comprehensive range of business related subjects, to audiences from within and without the UK, and preferably will have worked on business-related programmes in one or more countries that have joined the EU since 2000 or have extensive international experience.

The candidate is required to price his/her work.

Duration: 1 March 2011 – 31 December 2012

Maximum days: Phase I (March – August) 13
Phase II (September – December) 23

We are open to consider the acceptance of more than 1 candidate.

The actual number of days allocated to the Expert will be determined by the Project Leader.

Day Rate: To be negotiated

Work place: Poland and UK

Closing date for applications: 28th February 2011

Applications, in English, should be submitted by email to:

Ms Maria Czerniecka, Project Leader

m.czerniecka@pfp.com.pl; www.pfp.com.pl

